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INDIANAPOLIS NUMBER



Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

VOL. XXXII.

CHICAGO, ILLINOIS, FEBRUARY 15, 1914.

No. 8.

One Dollar Per Annum.
SINGLE COPIES, TEN CENTS.

BELTING

RUBBER-LEATHER-COTTON-CANVAS

LONGEST SERVICE
LOWEST COSTS

W. H. Salisbury & Co., Incorporated

Belting Experts

Since 1855

CHICAGO, ILL.

GIVE US A TRIAL

Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

THE

STRONG-SCOTT MANUFACTURING CO.

MINNEAPOLIS, MINN.

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors

Consign your Grain and Field Seeds to

Somers, Jones & Co.

82 Board of Trade, CHICAGO

VAN LEUNEN SERVICE

— TRY IT —

YOUR

PAUL VAN LEUNEN
AND
COMPANY

SUCCESS

CINCINNATI, O.

DECATUR, ILL.

Give Us Your Business

COURTEEN SEED CO.

MILWAUKEE, WISCONSIN

CLOVER and TIMOTHY

SEEDS

SPECIAL PRICES ON GRAIN BAGS

Write Us When Interested



All Steel Construction



**Barnard's Employes
Belt Elevator is con-
structed entirely of
iron and steel.**



**Not only this, but it
has an independent
bracket support and
rollers for each tread.**

These supports are hinged at the center, allowing a sufficient movement to compensate for the changed position of the bearing rolls when passing around the head and boot pulleys.

The shaking and jarring motion is thus eliminated and the machine given greater durability.

This, in connection with its all steel construction, makes this machine the most durable, the most silent, and most efficient elevator on the market.

This device will save the cost in a short time in the saving of the time and energy of employes, and the better supervision of machines.

A TRIAL WILL CONVINCE THE MOST SKEPTICAL.

BARNARD & LEAS MFG. CO.

**MILL BUILDERS AND
MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



**"Cut Out the Dead Timber."**

NO elevator owner can hope to keep in the race for business, and at the same time, make his plant pay a good return on the investment, if he voluntarily handicaps himself with "dead timber" in the form of old, out-of-date elevator equipment! Somewhere it is said in the Good Book that "If the eye offend thee, pluck it out." A similar idea is expressed in this picture.

If your profits are cut down each year by the weight of dead timber—why, cut the old timber out. Buying new, modern, high-class machinery is not a luxury any way you look at it. It is an economic necessity, because it soon pays for itself in the saving it effects in the handling of your grain.

"Western" Shellers and Cleaners

have been installed by all the progressive, wide-awake elevator owners in the country, who have learned the lesson that you can't do good work with poor tools. They cut all their "dead timber" out and replaced it with "Western" machinery, so as to reduce their overhead charges and increase their profits. The "Western" Gyrating Cleaner cleans more grain in less

time than any other make, and it cleans it better! It will clean small grains as well as corn, by a simple change of adapted screens. "Western" Shellers handle more grain and on less power than any other machine, and they do not crack the corn!

UNION IRON WORKS, DECATUR, ILLINOIS

Send today for our big free Catalogue: "Everything From Pit to Cupola."

EUREKA SEPARATORS

The World's Standard

32 different styles in 224 sizes

"Ask the man who owns one"

A Trade Mark
"To Distinguish the
Best from the Rest"



THE S. HOWES COMPANY
SILVER CREEK, N.Y.



A Trade Mark
"To Distinguish the
Best from the Rest"

F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.
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Elevator Machinery and Supplies

**FLOUR and FEED MILL MACHINERY
STEAM and GAS ENGINES**

Pulleys, Shafting, General Power Transmission
Machinery, Roll Grinding and Corrugating

Largest Factory and Stock in Western Country

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General Office and Factory
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1221-1223 Union Ave.
KANSAS CITY, MO.



HUDSON SILOS

**FOR STORAGE OF
GRAIN AND SEED**

Most economical in material and cost of erection.

Drawings and specifications of complete plants furnished.

F. E. HUDSON & SONS, Ellisburg, N. Y.
Manufacturers

LEONARD ENGINEERING CO., Representatives
20 Vesey Street, NEW YORK CITY

QUACK ADVERTISING

(Misleading and Deceptive)

We had occasion not long since to point out misstatements in the advertising of certain moisture testers.

Now we are confronted with the advertisement of a certain grain drier, which contains statements so untruthful and misleading that a correction seems necessary. We could, of course, rely upon the recent ordinance prohibiting and punishing the publication or uttering of advertisements of untruthful and misleading character, but we prefer that the grain trade shall know the facts in the case rather than to invoke court proceedings.

1. The advertisement objected to states,
"The _____ drier is the only drier ever constructed which applies to drying air to *both sides* of the grain layer."

This is entirely false. In the HESS DRIER the drying air is, and for years has been, applied to both sides of the grain layers.

2. The advertisement reads,
"The _____ drier is the only drier which has a *return air* system."

Another misstatement. In the HESS DRIER the air from out-of-doors is passed through the cooling grain, then it is warmed and returned through the damp grain, thus passing twice through the grain.

Not only is this claim of the advertiser untrue and impertinent, but we have actually been compelled to commence a suit against the maker of the other drier for infringing our patent on this method of applying the air, and this suit is pending in the United States Courts. Purchasers and users are equally liable for infringement.

3. The advertiser states that the thickness of his grain columns is $2\frac{3}{4}$ inches, and an expert would understand that the air, therefore, must travel only $2\frac{3}{4}$ inches to pass through the grain.

Such is not the case, however, for the air does not go directly through, but passes vertically upward and downward to the escape outlets, considerably more than $2\frac{3}{4}$ inches from the inlets.

4. The advertiser states,

"All _____ driers are constructed with *woven wire cloth* because we know that a hot steel plate will do injury to the product."

They have made this reference so often to our drier, which employs steel plates to support the grain, that we accept the mention as referring to the HESS DRIER.

Anybody knows that a hot plate of steel, *if it is hot enough*, will injure the grain, and we also know that corn may be burned in a cornpopper made of woven wire cloth; but it is pretty well known, too, that corn driers do not employ temperatures sufficient to burn or injure the grain in any case.

The Hess Drier does not employ HOT steel plates and the heat is not transmitted to the grain by the plates, but simply by warm air blowing over and under the plates, and through slots in the plates, and through the grain, and injury to the grain by such application of warm air is impossible, and the claim is ridiculous.

We do not object to a competitor's use of truthful statements and sound arguments, in advancing his own cause, and we feel sorry for a competitor who finds it necessary to use untruthful and misleading statements to exploit an inferior article.

The Hess Drier is not sold by misrepresentation; it doesn't need to be. It has never failed to do all that is claimed for it, and to bear out every representation we have made.

Large Hess Driers are installed at all of the Atlantic and Gulf export points, beginning at Portland, Maine, and including Boston, New York, Philadelphia, Baltimore, Newport News, Mobile, New Orleans, Galveston and Texas City. Terminal elevators equipped with large Hess Driers are found in the principal grain centers, and large and small Hess Driers are scattered in mills, elevators and country houses throughout the United States.

If there was anything superior to it to be found the Hess machine could not be so extensively sold.

We invite the closest scrutiny and investigation of our apparatus and our methods. We make driers of all sizes and capacities for all kinds of grain and seed. We own and operate our own factory, and keep a corps of competent drier men engaged the year around and ready for instant service.

If you contemplate the use of a grain drier, large or small, we solicit your inquiry and will be pleased to furnish printed matter and estimates, and to send a representative, if desirable.

HESS WARMING & VENTILATING CO.

1210 Tacoma Building, Chicago

Makers of MOISTURE TESTERS with *copper flasks*, for gasoline, gas, alcohol or electricity; also of *glass-flask* testers, after Department of Agriculture specifications, for alcohol and gas. FREE BOOKLETS.

THE SIDNEY LINE OF GRAIN CLEANERS

is the result of over half a century of experience in the building of grain cleaning machinery.

Sidney Grain Cleaners are built on the principle that the success of any grain elevator business depends largely upon the condition in which the grain reaches the market. Properly cleaned grain receives a premium every time.

The Sidney Double Shoe and the Sidney Twin Shoe Corn and Grain Cleaners illustrated and described herewith will, if installed in your elevator,

Guarantee a Profit Every Time

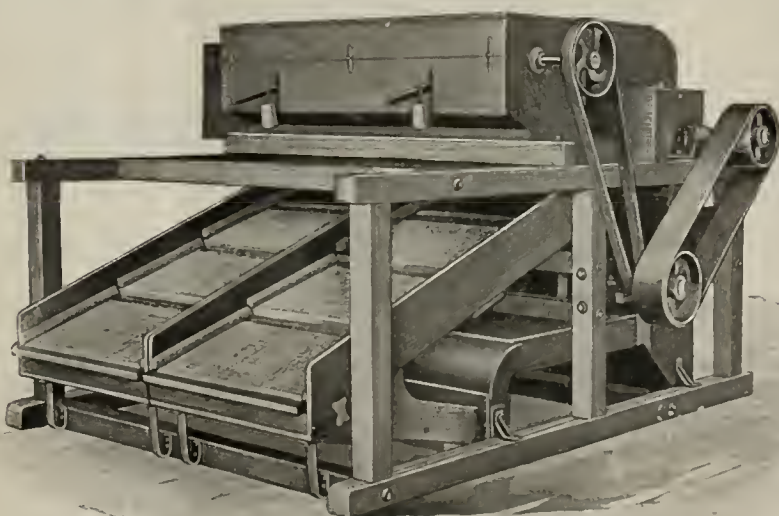
The frame work of Sidney Cleaners is of the very best material, is well braced, firmly mortised, tenoned and bolted together with joint bolts.

The Positive Feed, Splash System, Self-Oiling Eccentrics and the Self-Oiling Bearings are features that place the Sidney Cleaners in the highest rank among grain cleaners.

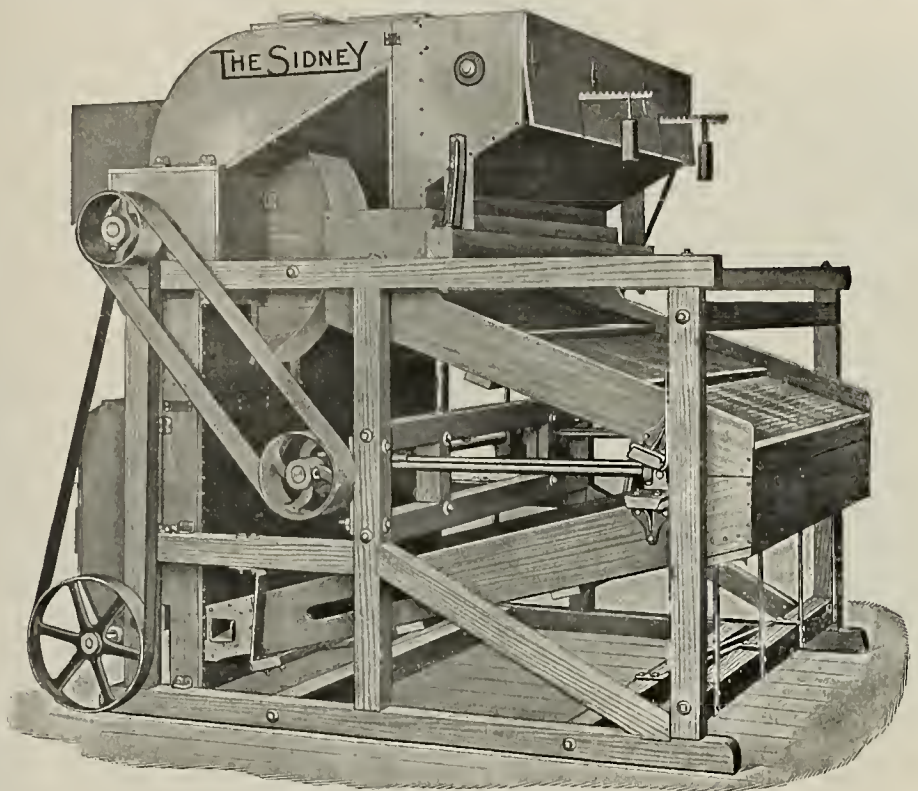
The Sidney Twin Shoe Corn and Grain Cleaner

is designed for plants having a very low cupola where no vibration is absolutely necessary. The arrangement of the shoes in the Sidney Twin Shoe Cleaner, driven by opposed eccentrics, forms a counter-balanced drive which eliminates all vibration.

The principle of this machine is similar to our Double Shoe Cleaner with the exception of the arrangement of the shoes, which are arranged side by side. It is equipped with one set of screen for cleaning oats and corn, an additional charge being made for wheat screens. Otherwise the construction of eccentrics, bearings and feed are same as described for all Sidney Combined Cleaners.



The Sidney Twin Shoe Corn and Grain Cleaner
BUILT IN FIVE SIZES



The Sidney Double Shoe Corn and Grain Cleaner
BUILT IN FIVE SIZES

The Sidney Double Shoe Corn and Grain Cleaner

is guaranteed to separate corn from cobs and clean same thoroughly. It will also clean oats, wheat, rye and barley equally as well. It is designed and built for three different kinds of cleaning work, being equipped with two complete screens, each fitted in separate shaking shoes. And unlike ordinary grain cleaners the screens can be changed from one kind of grain to another without stopping the machine. Absolutely no vibration. It is equipped with a feeder which spreads the grain in even stream. The arrangement of the shoes one above the other is such that in its cleaning operation for both coarse and small grains, perfect separation takes place.

All necessary belting except that from line shaft to fan shaft is furnished free.

A Sidney Book for You

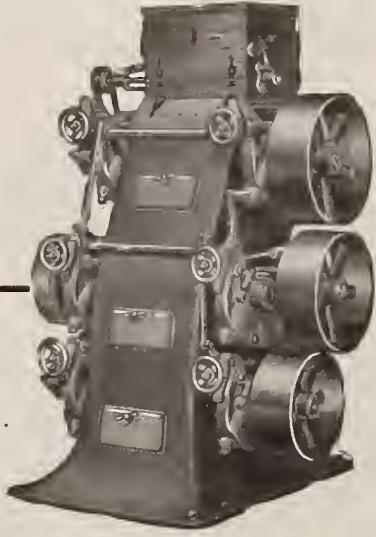
We have prepared an interesting booklet on Sidney Grain Cleaning and Corn Shelling Machinery. Read this booklet before deciding on your new equipment. It will mean money in your pocket. Your copy has been laid aside. Write for it today.

The Philip Smith Mfg. Co.

SIDNEY, OHIO

Complete Stock at

ENTERPRISE, KANSAS



You Need This Mill

for grinding feed, table corn meal, pearl meal, linseed meal, etc.

**N. & M. CO.
THREE PAIR HIGH MILL**

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side. See book on Mills, No. 1290, for details. If you haven't got it, we will send it on request.

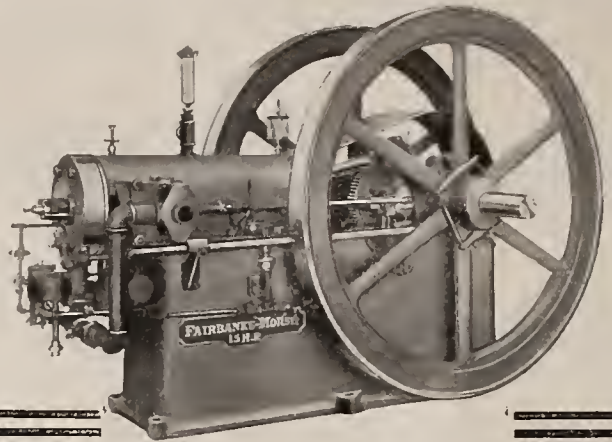
Everything
for the
Modern
Mill

**N o r d y k e
& Marmon Co.**
INDIANAPOLIS, IND.

Established 1851

Ask for
Catalogs
on any
Equipment
you need

America's Leading Mill Builders



Fairbanks-Morse Oil Engines

furnish most economical power for every elevator use. Simple in construction—easy to start even in the coldest weather, and require little attention. A dependable, durable engine.

Use Many Low Price Oils

Run on wide range of fuels without special adjustment. Pay for themselves by the saving they make possible. Supplied in sizes from 2 to 200 h. p.

Write for Catalog No. 4S544.

Fairbanks, Morse & Co.

Gasoline Engines, Pumps, Water Systems, Electric
Light Plants, Wind Mills, Feed Grinders.

NEW YORK

CHICAGO

SAN FRANCISCO



**For—
what profit
it a man—**

to learn where he may increase the economy and efficiency of his equipment, yet fail to take the requisite action?

**Goodrich
GRAINBELT**

reduces tonnage costs.

Act!

Elevator Belts Transmission Belts

The B. F. Goodrich Company

Factories: Akron, Ohio

Branches in All Principal Cities

There is nothing in
Goodrich Advertising that
isn't in Goodrich Goods



Makers of Goodrich
Tires and Everything that's
Best in Rubber

Rope Drives

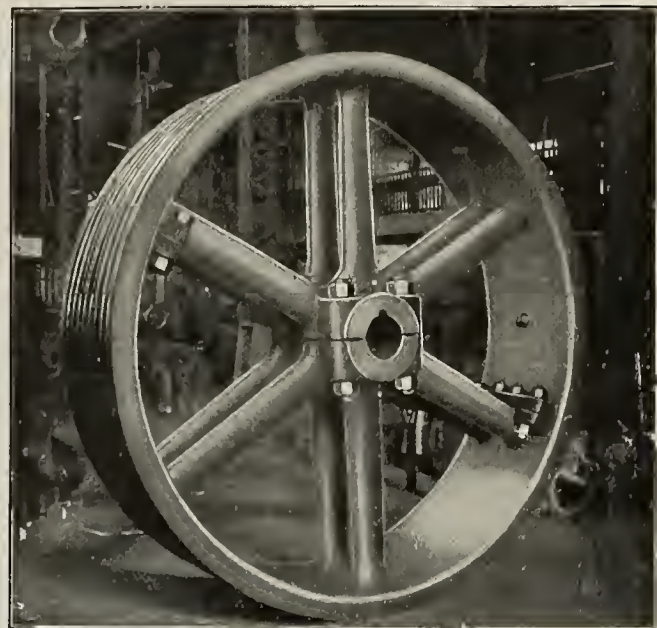
We design and install complete rope drives. We are experienced in this line, and drives designed by us are successful. We supply the best grade of Manilla rope. Our **Machine-molded sheaves** are perfect in balance, accurately finished and free from flaws injurious to the rope.

We cast and finish sheaves of all sizes—English or American system—Pulleys, Band Wheels, Flywheels, Drums, Gears, Sprocket Wheels, etc. We manufacture Shafting, Pillow Blocks, Hangers, Floor Stands, Elevator Casings, Heads and Boots and all kinds of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for Supplies.

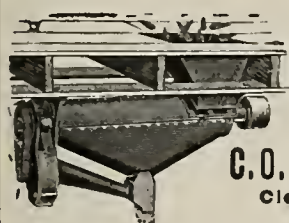
H. W. Caldwell & Son Co., Chicago

Western Ave., 17th-18th Sts.

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street



Send for Catalog No. 34.



Triumph
Power
Corn Sheller
C. O. Bartlett & Co.
Cleveland, O.

ELWOOD'S GRAIN TABLES

Show the value of any number of bushels or pounds of WHEAT, RYE, OATS, CORN OR BARLEY at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

\$1.25

Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.



DUST! DUST! GIBBS

DUST PROTECTOR is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust, and is the most reliable protector known. Perfect Ventilation. Nickel-plated protector, \$1, postpaid. Circular free.

Agents wanted. GIBBS RESPIRATOR CO., "B" 124 East Ave., Oak Park (Chicago), Ill.

THE INVINCIBLE-SYPHER Electro Automatic Magnetic Separator



Very Durable—Small Consumption of Current

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

INVINCIBLE GRAIN CLEANER COMPANY

SILVER CREEK, N. Y., U. S. A.

—REPRESENTED BY—

F. J. Murphy, 234 Exchange Bldg., Kansas City, Mo.

The Strong-Scott Mfg. Co., Minneapolis, Minn.

C. L. Hogle, 526 Board of Trade, Indianapolis, Ind.

Frank E. Kingsbury, 3418 Thomas St., St. Louis, Mo.

J. J. Crofut & Co., 613 McKay Bldg., Portland, Ore.

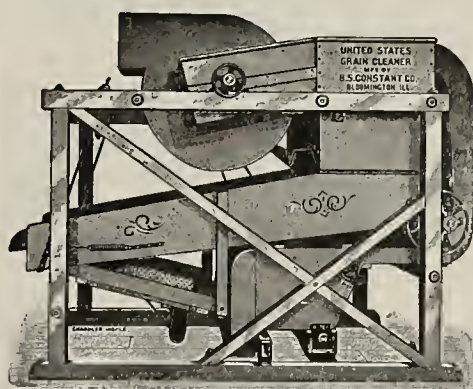
Chas. H. Sterling, Jefferson House, Toledo, Ohio

C. Wilkinson, 25 South 61st St., Philadelphia, Pa.

F. H. Morley, 805 Webster Building, Chicago, Ill.

McKain Mfg. Co., Los Angeles, Cal.

Buckley Bros., Louisville, Ky.



THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.
Long life machine.
Ring or Chain Oiling Bearings.
Balanced Eccentrix.
Five Separations and

All the Corn Saved.

The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.
Easiest and safest.
Adjustable Brakes
which we guarantee.

State distance between floors and get our

Net Price

U. S. Corn Sheller

Fan Discharge,
over or under, right or left hand.

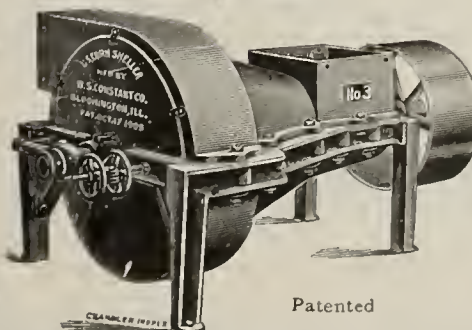
Iron or Wood Frame.
No Lower Hoppering.
Cheapest Installed.

Quickest and Cheapest Repaired of any Sheller on the market.

Send for a Catalog.

B. S. CONSTANT MFG. CO.

Bloomington Illinois



Patented



ELEVATOR "A"

THE ONLY INDIANAPOLIS PUBLIC ELEVATOR

Storage Capacity—500,000 Bushels

We have recently remodeled our plant. No expense has been spared to make it thoroughly modern, to make it one of the most up-to-the-minute Grain Elevators in the country. The doubling of our handling facilities means the "Maximum Service" in the accurate, easy and economical handling of grain.

Daily Handling Capacity 60 Cars

Quick Handling of Transfer Grain
Ample Facilities for Storage

Our equipment includes an Ellis Drier, Invincible Cleaner and Clippers, four 2000-bushel Hopper Scales, Sacking Scales, etc., in addition to elevating and conveying machinery.

*Our Ellis Drier Equipment has ample Facilities for Handling
the Present Crop of Damp Corn.*

We would suggest that all shippers when shipping to Indianapolis demand Indianapolis weights and grades for their own protection.

Indianapolis Elevator Co.

624 Board of Trade

Indianapolis, Ind.

FRANK A. WITT

CONSIGNMENTS

SALES TO ARRIVE

I N D I A N A P O L I S

National Elevator Co.

BRANCH AMERICAN HOMINY COMPANY

INDIANAPOLIS, INDIANA

**GRAIN
MERCHANTS**

WHEAT=====CORN=====OATS

Watch Your Profits Grow
Increase Your Bank Account

HOW?

Permit me to wave my "magic wand" over your Wheat, Corn and Oats, which I will do if you

consign to

BERT A. BOYD

THE INDIANAPOLIS COMMISSION MAN



JORDAN & COMPANY

OPERATING

this 250,000-Bushel Elevator, one of the leading transfer houses in Indianapolis, give special attention to receiving and shipping of grain.

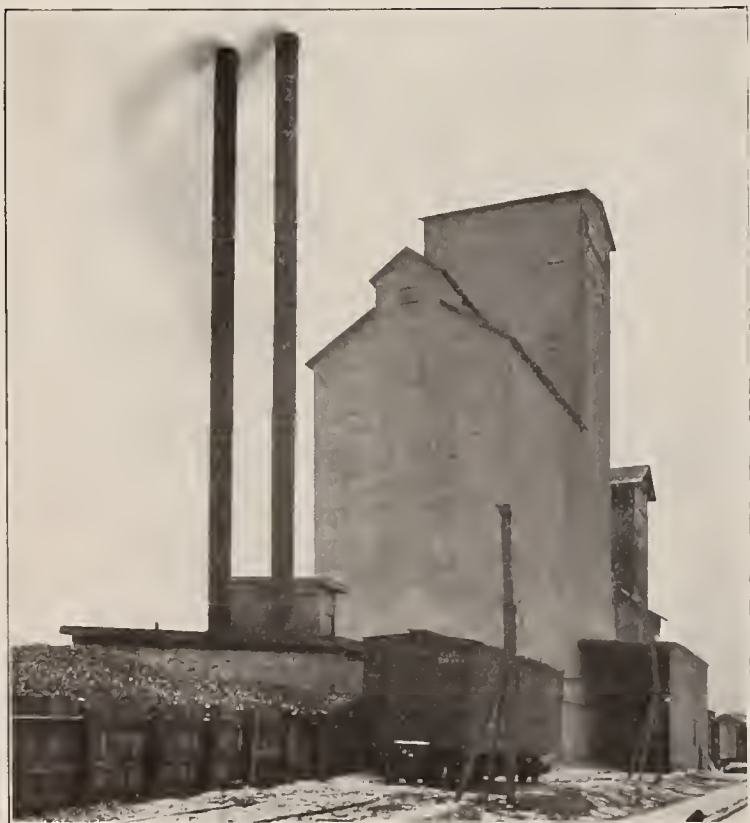
This plant is equipped with an Invincible Warehouse Cleaner and a Dennis Steam Drier and can handle 25 cars daily

**We Are Always in the Market for All Grades of Grain
Guarantee Prompt Returns on All Shipments**

INDIANAPOLIS TERMS

Our elevator has switching connections with all railroads entering Indianapolis. We are at present especially equipped for handling damp corn.

Write us your needs, or better, send us your shipments



JORDAN & CO.

623 BOARD OF TRADE

INDIANAPOLIS, IND.

The Mutual Grain Company

Indianapolis, Indiana

618 Board of Trade

Brokerage and Commission

Your Consignments and
Sales to Arrive Solicited

Bell 2143 ————— PHONES ————— New 648

Crabbs-Reynolds-Taylor Co.

CRAWFORDSVILLE, IND.

Grain and Field Seeds

Clover Seed Specialists

ASK FOR OUR SAMPLES
SEND US YOUR SAMPLES

Chas. A. Shotwell & Co.

Commission and Brokerage

Grain, Hay, Flour and Feed

Solicit Correspondence and Consignments

Room 626 Board of Trade

Indianapolis

Indiana

Kendrick & Sloan

Receivers and Shippers of

HAY AND GRAIN

Hay in Car Lots Our Specialty

Correspondence solicited for car lots of Hay as buyers or shippers.
Personal attention given all shipments. Satisfaction guaranteed.
Plenty of Hay to offer of any grade.
Twenty years experience as receivers and shippers.

REFERENCE: Indiana State Bank or any member of Board of Trade.

518 Board of Trade Bldg.

Indianapolis, Ind.

Merchants' Hay & Grain Co.

Receivers and Shippers

HAY, GRAIN AND MILL FEED

So. Capitol Avenue and Merrill Street

INDIANAPOLIS

INDIANA

ASK FOR OUR BIDS ON

W H E A T

BUY OUR

PROFIT MAKING**Straight or Mixed Cars****FLOUR and FEEDS**

Besides our unequaled shipping facilities, our central location and our great capacity—3000 barrels daily—we offer you an unrivaled selection of high-grade products.

Spring Wheat
Hard Winter Wheat
Soft Winter Wheat
Blended**FLOURS****MILL FEEDS**Acme Bran
Acme Middlings
Acme Flour Middlings
Acme Mixed Feed
Acme Cream Feed
Capitol Red Dog Flour
Capitol Low-Grade Flour**TABLE MEAL**

White or Yellow

OTHER FEEDSAcme Horse and Mule Feed
Acme Cracked Corn
Acme Feed Meal
E-Z-Chop Feed
E-Z-Scratch**GRAIN**Wheat
Oats
Corn**Acme-Evans Company**

Daily Capacity 3000 bbls.

Indianapolis, Ind.

Established 1883

Incorporated 1910

The oldest in service of any
in the Indianapolis market**H. E. Kinney Grain Co.**Handle on commission every con-
signment on individual merit
or buy on track any country
point **HAY** or **GRAIN**.Specialists in Milling Wheat

617 Board of Trade

Indianapolis, Ind.

Both Phones 883

Hoosier Grain Co.**COMMISSION AND BROKERAGE****Sell Us or Consign Us**

WE WANT YOUR BUSINESS

614 Board of Trade,

Indianapolis, Ind.

Capitol Grain Co.We buy and sell Grain and
Hay of all kinds for Shipment.
Consignments Solicited :: ::Phones: Main 2595
New 3419-K622 Board of Trade
Indianapolis, - Ind.**The
Bassett Grain Company**INDIANAPOLIS

616 Board of Trade

TELEPHONES 80

WM. ROUSE & SON**Central Elevator**

Wholesale Dealers in

Hay, Grain and Mill Feed

142-144 South Alabama Street

Local and Long Distance
Telephones, Old and New No. 90**INDIANAPOLIS, IND.**

Members of the Indianapolis Board of Trade

Long Distance Telephone 3434

New Process Grain Co.

Wholesale Grain and Hay

High Grade Grain a Specialty

Personal Attention Given To All Shipments

610 Board of Trade

Indianapolis, Ind.

FREE To Grain Investors

The WAGNER LETTER

is nationally known for its reliable advance information to investors in Grain, Pork, Lard and Ribs, Cotton and Securities. Have it sent you **Free**, with our interesting article "March Corn Reserves," also latest on Wheat and Provisions. **Keep Accurately Posted—Write Us Today.** Established 26 years. Reference: All Trade Bureaus. Mention this publication.

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Lafayette, Ind., Victoria Opera House
Ft. Wayne, Ind., 3 North American Bldg.

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Grain, Stocks, Cotton, Provisions

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Probst & Kassebaum

COMMISSION and DEALERS

HAY, GRAIN and FEED

COMMERCIAL FEED STUFFS

WAREHOUSE

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930 Massachusetts Ave.
INDIANAPOLIS, IND.

Wm. Schrolucke

W. B. Wells

Star Elevator & Coal Co.

Grain, Hay, Coal
Feed and Commission

Room 604 Board of Trade

New Phone 33
Old Phone Main 33

Indianapolis, Ind.

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Pres.

A. W. THOMSON,
Vice-Prest.

W. J. MERCER,
Sec'y

THE FILES-THOMSON CO.

FIELD SEEDS

AND

GRAIN

INDIANAPOLIS

INDIANA

Member of
Indianapolis Board of Trade
Indiana Grain Dealers Ass'n
National Hay Association

MILLER GRAIN COMPANY

Dealers in
GRAIN AND HAY

Personal Attention Given to All Shipments

621 Board of Trade Bldg.

Indianapolis, Ind.

Reliance Construction Company

Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an
up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

Protect Your Grain Against Transit Loss by the Use of Inexpensive and Easily Installed Kennedy Car Liners



Fred W. Kennedy Demonstrating how to Solve Leak
Prevention of Grain in Transit.

I have studied the problem of protection against leakage of grain in transit. It has been a life study with me and the only solution is the Kennedy Car Liner.

Kennedy Car Liners are the only Modern, Efficient and Test Proven device offered the grain shipper that makes a car Leak Proof. **Enormous increased sales** prove the **Efficiency, Merit and Service-ability** of these **Liners**.

CHEAP MODERN PROFITABLE

Kennedy Car Liners offer the grain shipper maximum protection at a minimum cost.

Kennedy Car Liners are easily installed and save you much time cooping dilapidated, unsound cars. You insure your grain while it is in the elevator. Kennedy Car Liners insure it while it is in motion and out of your sight and reach.

That next car may be the one car that needs a Liner. Write now for further particulars.

THE KENNEDY CAR-LINER & BAG CO., Shelbyville, Ind., U. S. A.

The Home of Diadem and Competition Flours



NOBLESVILLE MILLING COMPANY

Get in touch with us and let us help you establish a permanent Flour Business with our Diadem and Competition brands. These flours stand the most exacting tests at all times and will *please your customers, hold your trade and bring you more.* Write for prices.

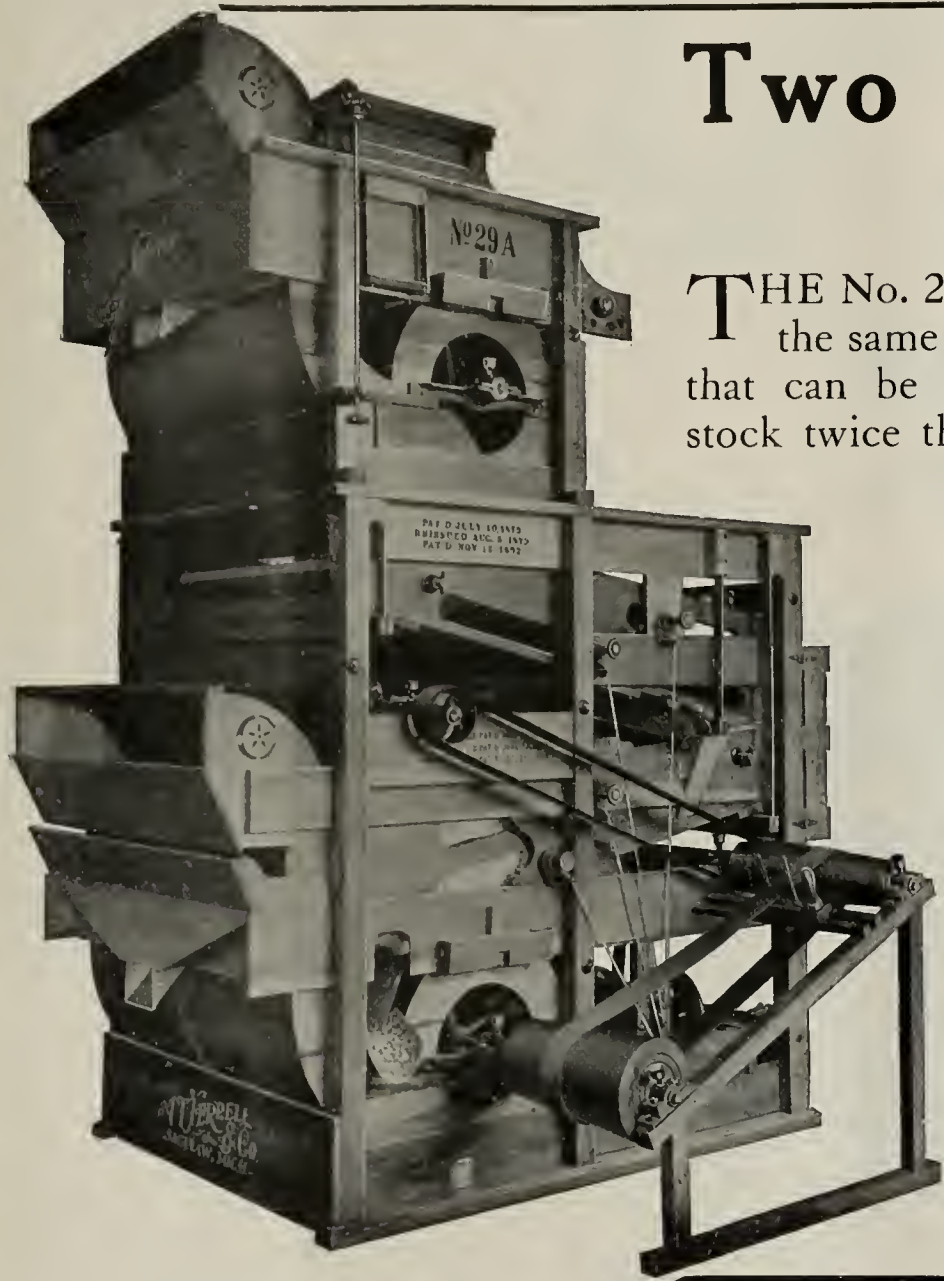
We have the largest Elevator capacity of any mill in the State, which insures a uniform grade of flour and the best market for good wheat. If you are on railway lines tributary to us, ship us your wheat.

Nothing Better
Made
in the
Flour Line



NEW ADDITION OF CONCRETE TANKS

NOBLESVILLE MILLING CO., Noblesville, Ind.



Two Machines for the Price of One

THE No. 29 Double Blast "CLIPPER" CLEANER will give the same results passing the stock once through the machine that can be secured on an ordinary machine by passing the stock twice through.

It carries four full length screens mounted in two counterbalanced shoes. The stock passes over both sets of screens and through two vertical air blasts—equal to being cleaned twice.

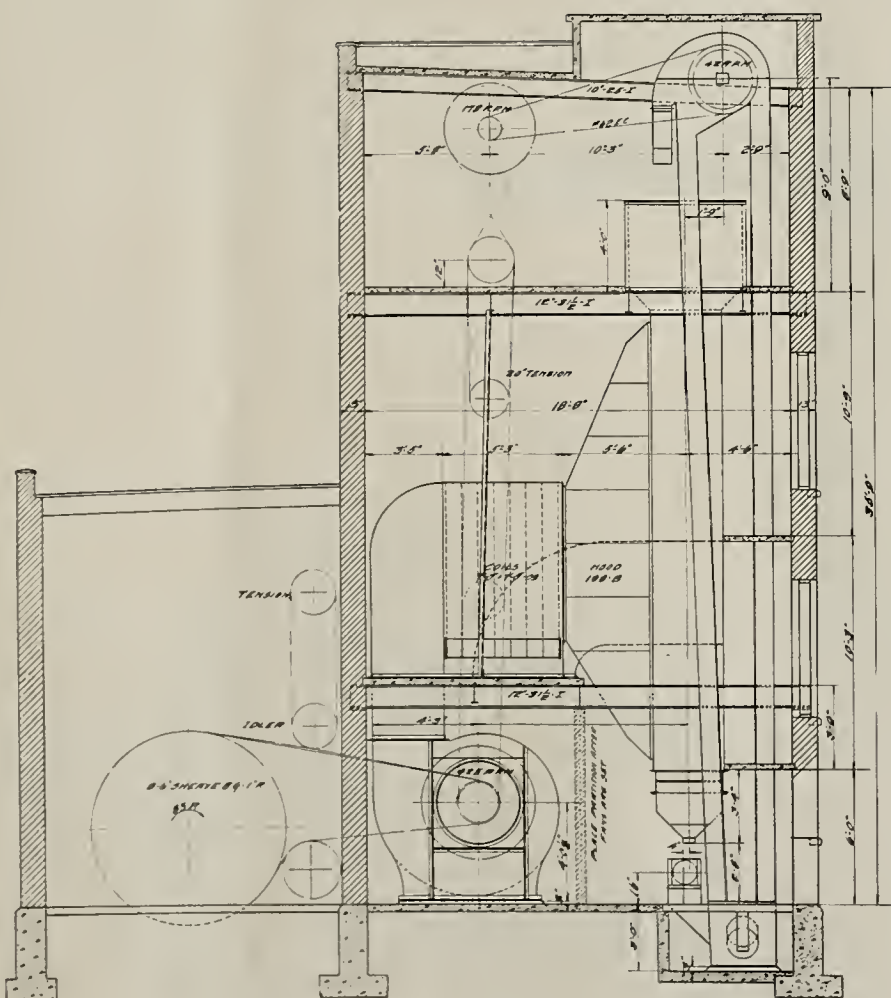
Each of the four screens is equipped with our Roller Bearing Traveling Brushes—the only perfect device ever invented for keeping the screen perforation from clogging.

The No. 29-A has no near rivals, and certainly is unequalled for the thoroughly satisfactory manner in which it handles all kinds of field and garden seeds, sweet corn, and for grading seed corn.

It is also equipped with the Special Air Controller, one of the many good mechanical features of our Cleaners. The Air Controller permits of wide variations of the air blasts and GUARANTEES ACCURATE RESULTS.

If you are looking for a machine with large capacity that will do the *best work* with the *least power*, write for our new catalogue No. 222.

A. T. FERRELL & CO., Saginaw, W. S., Mich.



The above drawing is that of the Drying Plant just completed for the Kansas City Southern Elevator Co., Kansas City, Mo.

We Have Recently Perfected A New Drier Construction

Which has enabled us to:

Increase the exposed drying area 33 1/3 per cent over our original type of construction. This means a heavy increase in drying capacity.

The new type machine is perfectly self-cleaning and does not require the use of movable bulkheads as formerly used. The machine can be operated either as a dump or continuous feed drier.

The power required to drive the fan has been reduced 50 per cent and we can guarantee a steam consumption due to the use of a return air system which is unequalled by anything on the market today. The use of a return air system is exclusive with the Ellis Drier and is covered by process patent 1,001,259. Furthermore:

The Ellis Drier is the only drier which truly applies its air to both sides of the grain layer. This system is covered by basic patent 921,097, which in part reads: "the grain is disposed in vertical shafts or columns and in which there are pressure flues and exhaust flues through which the air under pressure is APPLIED TO BOTH SIDES OF THE GRAIN COLUMNS."

Anyone making claim to a return air system and the application of the drying air to both sides of the grain layer is making a deliberate misstatement of fact and is soliciting business under false pretenses.

We construct our driers with woven wire cloth because we KNOW a hot steel plate will do injury to the product. Ask any practical grain man.

SMALL DRIERS CARRIED IN STOCK.

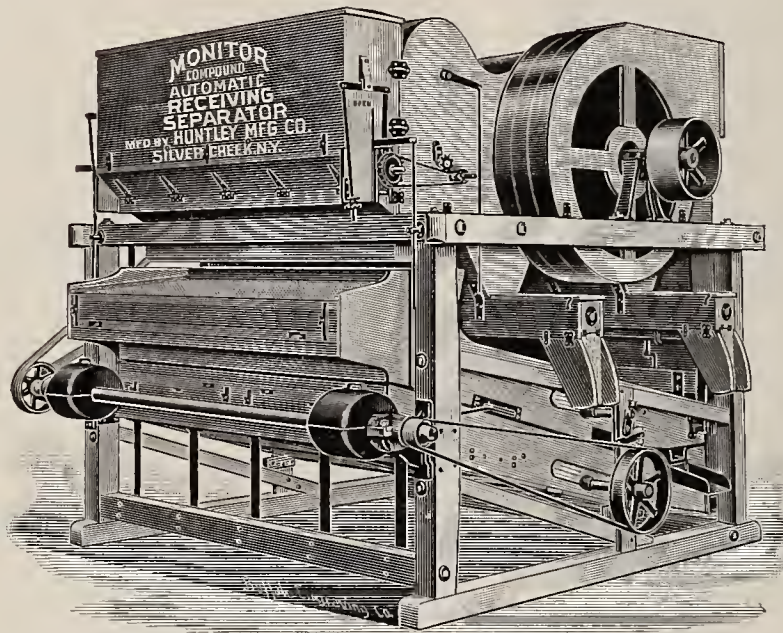
THE ELLIS DRIER COMPANY

Postal Telegraph Bldg., Chicago, U. S. A.

GRAIN DRIERS

OAT BLEACHERS

Monitor



America's Master Cleaner—our Automatic Receiving Cleaner. Heaviest built, finest fitted, smoothest running, easiest regulated, most accessible mechanism, closest-cleaning-without-waste-cleaner Receiving Separator manufactured today. The three largest cleaning machinery contracts for elevators built on the North American Continent in recent years were placed for equipments of this machine exclusively.

“Monitors” “or their equivalent”

We argue—

that since the specifications for cleaning machinery for the largest modern equipped elevators *more often than otherwise* read: “*Monitors or their equivalent*” it naturally follows that “Monitors” are the standard by which all cleaners are judged; and one thing more—since we have built “Monitor” cleaners for 70% of these same gigantic elevator equipments of which we speak, *their equivalent* it seems *was not found*. Can you beat an argument such as this? Get posted.

HUNTLEY MFG. CO.
Silver Creek, N. Y.

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

VOL. XXXII.

CHICAGO, ILLINOIS, FEBRUARY 15, 1914.

No. 8.

New Grain Facilities at Eastern Canada Port

Large Elevator Recently Completed for Canadian Pacific Railway at West St. John, New Brunswick—Connected by Conveyors in Elevated Gallery to Old Elevators—Unusual Shipping Facilities—Individual Motor Drives—Reinforced Concrete and Fireproof Materials Used Throughout

WHEN navigation closes on the St. Lawrence River in the Fall, the railways must haul grain for winter export to one of the winter ports, where cold weather can not stop the routine work. This makes it necessary to have abundant terminal facilities and big storage capacity at these ports.

The new terminal elevator shown in the accompanying illustration has just been completed and put into operation at West St. John, New Brunswick, the winter port of the Canadian Pacific.

The elevator is carried on 91 concrete piers which rest on bed rock about 25 feet below base of rail.

Excavation for these piers through mud, gravel and boulders was very difficult owing to the fact that the entire site was covered with water twice each day, due to the tide of about 28 feet at this place. Thousands of yards of filling, since placed by the railway company, have brought the ground level at the elevator several feet above high tide.

The elevator is 92 feet 7 inches wide by 195 feet 7 inches long and the roof of the cupola is 202 feet above the tracks in the elevator's first story. The bins are of reinforced concrete, resting on a heavy girder and slab foundation of the same material. The principal bins, of which there are 77, are cir-

cular or elliptical in shape and are 84 feet deep, averaging a capacity of 11,000 bushels each. The 91 resulting or interspace bins hold an average of 2,000 bushels each. This makes 171 bins with a total figured capacity of 1,035,000 bushels. The cupola is built of structural steel and is 93 feet high, comprising five stories for weighing and distributing grain. The steel frame is covered with galvanized corrugated iron. Floors and roofs are reinforced concrete; roofing is 5-ply Barrett Specification tarred felt and gravel. The windows are wire glass.

There are four tracks running lengthwise through



NEW 1,000,000-BUSHEL CANADIAN PACIFIC RAILWAY SEAPORT ELEVATOR, WEST ST. JOHN, NEW BRUNSWICK, CANADA
Designed and built by John S. Metcalf Company, Limited, Montreal and Chicago.

the elevator, serving eight elevator legs of 12,000 bushels hourly capacity each, all of which extend from the bottom of the deep receiving pits to the top of the cupola. All of these legs may be used for either receiving or shipping. The receiving facilities are unusual as will be noted on the accompanying sketch. The pits are wide and deep enough so that gratings extend under the cars and grain flowing out either side of a car falls into the receiving hopper, the capacity of which is greater than that of the largest car. These hoppers were specially designed to accommodate patent dump bottom cars, and although a complete equipment of modern car shovels is provided, it is anticipated that the time

A complete system of telephones and signals has been installed to facilitate the operation of the plant. Elevator legs, separators, dust collectors, conveyors, passenger elevator, car puller and car shovels, all are driven by individual motors. The separators were supplied by The S. Howes Company, Silver Creek, N. Y.

The power house is a brick building 38 feet wide by 80 feet long and 25 feet high. The equipment consists of four horizontal return tubular boilers 72 inches by 16 feet, carrying a working steam pressure of 150 pounds; two 500-kilowatt Allis-Chalmers Alternating Current Turbo-Generators operating in connection with a Worthington Barometric Con-

AN INTERESTING DAMAGE CASE

By J. L. ROSENBERGER.

An elevator building was located on the tracks of a railway company leading on a downgrade from its yard on the north to another part of its yard on the south. The practice was, when the railway company desired elevation service, for it to deliver cars to the elevator company by placing them on this inclined way near its upper or northern end, subject to the control of the elevator company, to be taken down by it to the elevator either by cable or gravity as the case might be, whenever it was ready to perform the service. If the same was for unloading, the practice was to stop the car at the proper leg of the elevator, unload the same, and afterward take it out of the way, down to the lower yard. This was done by directing an employee to mount the car, loosen the brake, and ride it down the grade, and, on reaching the proper destination, tightening up the brake and stopping it.

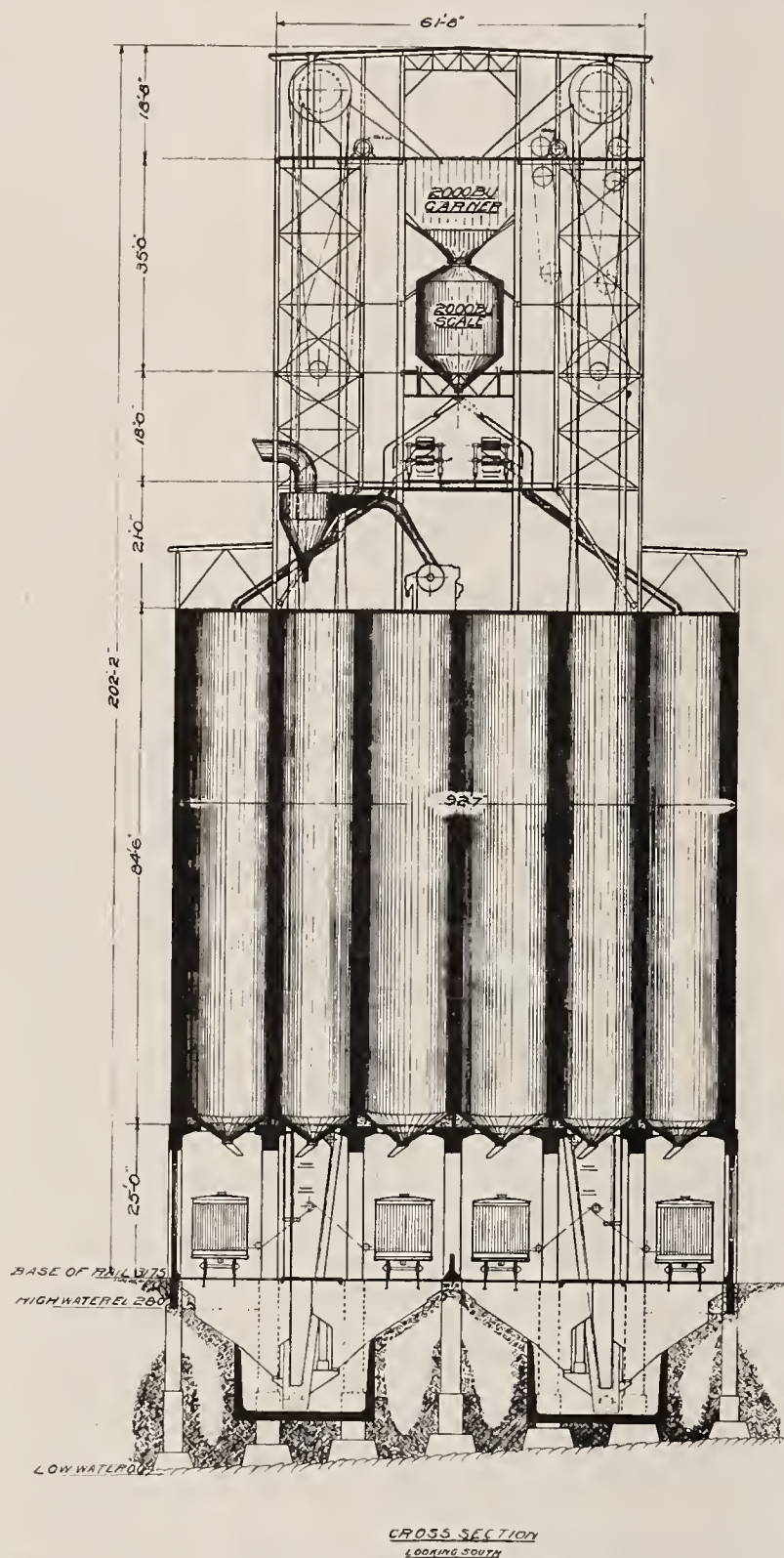
One day two cars chained together, one loaded and placarded "In bad order," and the other unloaded, were brought down to the elevator, and the loaded car was stopped at one of the legs of the elevator to be unloaded. After that was done, an employee of the elevator company was directed by the foreman in charge of the elevator company's work, to ride the two down to the lower yards. He mounted the first car, namely, the one which had been unloaded, loosened the brake, another employee having, according to the usual practice, simultaneously set the cars in motion with a pinch bar, and started down the grade. His brake refused to work, and the car, notwithstanding his best efforts to stop it, dashed against another car in the lower yard, threw him off, and seriously injured him. The foreman testified that immediately after the accident he inspected the car and found the brake in "bad shape," as he called it.

The injured man sued both the railway company and the elevator company, but recovered judgment against the latter only. In affirming that judgment, the United States Circuit Court of Appeals, Eighth Circuit, says, *Republic Elevator Company vs. Lund* (196 Federal Reporter, 745), that there was substantial evidence that the brake rod had either been broken or disconnected from the brake shoes prior to the time of the accident, and that the elevator company might, by the exercise of ordinary care, have ascertained that fact. The evidence tended to show that the car had been inspected by the railway company in its own yard four days before the accident and found in good condition, but that was evidential only of its condition on the day of the accident, and must be considered in connection with all the other evidence in the case in determining the ultimate fact whether there was culpable negligence by the elevator company in not ascertaining the defective condition of the brake, and directing the plaintiff to operate it as it was.

The trial judge charged the jury that the elevator company owed the duty to the plaintiff, its employee, to exercise reasonable care to furnish him a reasonably safe appliance with which to perform his service. He also carefully advised the jury that the inspection claimed to have been made by the railway company was available to the elevator company as tending to show the exercise of the required reasonable care by it.

The law is well settled that an employee may rest confidently in the assurance that his employer has performed his full duty in furnishing him a reasonably safe place to work in, or reasonably safe appliances to work with, and that no obligation is imposed upon him to exercise any degree of diligence affirmatively to ascertain whether his employer has performed that duty. The employee assumes the ordinary risks of his employment, but does not assume those arising from the negligence of his employer, unless the defects constituting the negligence are either known to him or plainly observable.

The contention that the elevator company owed no duty to the plaintiff, its employee, either to furnish him safe appliances to work with, or to observe any degree of care for his safety, was without merit. It was argued that the elevator company



CROSS SECTION OF CANADIAN PACIFIC ELEVATOR, W. ST. JOHN, N. B., CAN.
Designed and built by John S. Metcalf Company, Limited, Montreal and Chicago.

will come when most of the grain will be carried in cars so constructed that the entire load may be dropped into a hopper below the track without the use of car shovels. The elevator legs deliver the grain to eight 2,000-bushel garners, below which are eight 2,000-bushel hopper scales. From these scales the grain is distributed to the bins. Two reversible conveyors on the floor beneath the scales give great flexibility to the system of distribution.

Although this elevator is not primarily a grain cleaning house, it is provided with two large separators to handle such work as may prove necessary.

For shipping grain, there are two 36-inch conveyors leading through an elevated gallery to the old Canadian Pacific Elevators, shown at the left, and thence to all the vessel berths on the Sand Point Basin.

denser; a 10-kilowatt lighting set supplying current for incandescent lights through the elevator and several arc lights around the plant; together with feed-water heater, pumps, etc.

The smokestack is of reinforced concrete, 6 feet inside diameter by 202 feet high.

The constructing engineers of the entire plant were the John S. Metcalf Company, Limited, of Montreal and Chicago, acting under the direction of J. M. R. Fairbairn, assistant chief engineer of the Canadian Pacific Railway.

Walker Lee Dunson of Alexander City, Ala., leads the list of members of the Boys' Corn Club, who got a trip to Washington, with 232.7 bushels to the acre. There were ten out of the 44 boys from the state of Illinois.

was not a transportation company, did not own any cars, but merely received them from the railway company for elevation purposes and returned them to it as soon as its service was ended. This might be true, but it had the cars under its control and subject to its orders for an indefinite time, in this case four days, and its business was to operate them in the performance of the service undertaken by them, for a consideration paid therefor.

Whether it was, strictly speaking, a transportation company or business company, it was actually engaged, as an important incident to its main business, in the control, handling and movement of cars over an inclined and dangerous track. This necessitated the employment of servants, and, in the court's opinion, carried with it the obligation of reasonable care whether of inspection or otherwise for their safety.

It is further to be noted that in many cases, particularly Scott County, Iowa, in the barley test; Cass County, N. D.; Paulding County, Ohio; Clay County, Minn., and Allen County, Ind., that a sufficient number of samples from each had been secured to prove that the condition shown was general for the county.

A glance at the general recapitulation by states, showing an average germination of strong plants

Good Seed Grain

Good Seed Essential to Good Crops—Germination Test of Last Grain Crop Shows Much Poor Seed—Weak Seeds Should Be Fanned Out—Diseased Seeds Should Be Disinfected—Proper Methods to Use

By FRANK H. DEMAREE
Agronomist, Crop Improvement Committee

A COLORED gentleman down in Missouri was forced to pass a lonely country grave-yard late one night much against his will and better judgment. He attempted to slip by without observation, but when almost to the border-line of safety, a ghost sidled out of the grave-yard alongside of the darkey. In telling of his experience afterward, Sam said, "I did the first mile in nothing and the next mile in two minutes flat. I was a glittin' winded about dis time and climbed up on a sharp rail to rest. About dis time old Mr. Ghost sidled up and says, 'Well, Sam, we went some didn't we?' As soon as I could get my breath, I said, 'Yes, Mr. Ghost, and when I gits a little wind I'se gwine to go some more too.'"

In the last few years tremendous strides have been taken in adopting improved agricultural methods and especially along the line of improving our seed grain. However, as in Sam's case we still have a long way to go and we may have to go pretty fast at that. How great the percentage of uncleaned, untreated, untested seed grain sown each year out of the total amount seeded, is only conjectured. Careful observation, however, coupled with the yearly government report, leads me to the conclusion that this percentage is still very large.

CONDITIONS PRODUCING GOOD SEED

The three essentials to successful crop production, good seed, good soil, and good cultivation are generally conceded. How deep a root the subject of good seed has taken seems to be another matter.

What agencies tend to produce strong, healthy seeds? Heredity in the first place is a big factor. The best variety for the locality should be grown and every effort made to keep up its vitality. These agencies contributing to this end are (1) the use of sound, plump, heavy seed grain, (2) proper matur-

bulk of grain seeded each spring or fall is that which comes directly from the threshing machine, then our crops are carrying their own cause for deterioration.

Realizing this fact, what economical plan can be followed to eliminate this danger? First find out where the danger lies by the simple method of testing all seeds for germination.

In the case of corn the test is simple and results are absolute because poor ears can be entirely discarded. But how about small grain? The test will



THE RESULT OF TEST
Grain Germinated and Ready to Count.

give the percentage of germination but the problem of eliminating the unfit is not so easy. It certainly is not sufficient to simply increase the amount seeded up to the point where one would judge that 100 per cent stand would be secured. I say not, because poor seed carries other dangers in the way of smut and weak seeds. The smut would affect the whole crop and the weak seeds starting would have a tendency to reduce the vitality of the stronger growing ones. No, the real solution is the use of a smaller amount of the best seed properly treated for controllable diseases.

A WIDESPREAD TEST

In order to get an idea of the actual growing condition of small grain just as it is harvested and as the bulk of it is sown, the writer secured a large number of samples of barley and oats from several of the primary markets and other sources. A grain envelope full was saved from each car received during the course of two weeks and marked with the name of state and county from which it came.

When the samples were received they were put to test in a commercial germinator. Results with the oats in particular were so poor that the test was repeated, using the blotter testers prepared for school work by the Crop Improvement Committee. The second test in practically every instance upheld the first test so results secured must be correct. In most of the states where grain was secured a sufficient number of counties were represented to warrant the conclusion that the results will apply on the average throughout the state.



BLOTTER TESTERS STACKED ON A TUMBLER
The Wick Draws the Water into the Blotters, Keeping the Grain Moist.

ranging from 84.4 per cent in North Dakota to 94 per cent in Illinois, shows room for improvement but not an alarming condition. Really the best average is that of Wisconsin where the per cent of 92.9 strong was obtained as an average from 21 counties. This result speaks for itself and is a just recognition of the great work done by the Wisconsin Experiment Association in the dissemination of pure, pedigreed seed grain.

The oat results are very poor indeed and indicate that great care should be taken to secure only first-class oats for seed. Whether this condition prevails only this year or is generally true is not known.

A plan has just been worked out and is now being actively pushed by the Crop Improvement Committee, Chicago, Ill., whereby the schools of every community will test samples of all seed to be used next spring. The work is to be done by the pupils, each one selecting a farmer partner, and will probably be a part of the work in elementary agriculture taught. Duplicate reports will be made out, one going to the farmer himself and the other to be held for compilation and reference. No farmer whose grain tests as low as many of the oat samples reported in this article would take the sure risk of failure of sowing it.

USE OF FANNING MILLS

Since it is generally desirable to sow home grown seed the next question is how can we get strong growing seed from a generally weak sample? A study of the samples germinated revealed the fact that the bulk of the dead grains and those that produced only weak plants were undersized. In oats the "pin oat" rarely produces a strong plant and most often does not even sprout.

Since this is true the first thing to do is to thoroughly fan the pile of grain intended for seed. Where grain has been properly harvested and stored this will generally separate the strong growing seeds from the weaker. In case the test shows a small per cent of strong seeds then the fanning mill will not correct the fault and there is nothing to do but secure new seed.

Under average conditions the test would seem to indicate about the per cent of small and light seeds necessary to fan out.

GRAIN DISEASES AND TREATMENT

In 1913, according to the Government report, there were produced in the United States, 1,121,768,000 bushels of oats. If we place a total damage done to this crop by smut at only 5 per cent which is a conservative estimate, this disease destroyed at that rate, over 56,000,000 bushels of oats. Valuing this at 35 cents per bushel, we have the net loss of the tremendous sum of \$19,600,000 to the farmers of the country from oat smut alone. The loose smut of oats; the stinking smut of wheat, and flax wilt, are



BLOTTER TESTER FOR SMALL GRAIN
Putting Sample of Seed to Test.

ity, (3) proper care at harvesting, and (4) proper storage to prevent heating or weather damage.

THE ELEMENT OF RETROGRESSION

But the real point of the case has received comparatively little attention—that the best seed always produces some inferior product which, if not carefully culled out year after year, will surely result in the general retrogression of the crop. Now if the

three diseases definitely within the control of the formaldehyde treatment, here described.

After the grain has been thoroughly fanned, spread the seed out on a smooth floor. Have prepared a solution of formaldehyde made by mixing about a pint of formaldehyde, at least 37 per cent strong, to approximately 50 gallons of water, or in this ratio. Sprinkle the seed and shovel it over the same as you would mix cement until it is damp enough to pack in the hands, but not sloppy. Shovel into a pile and cover with sacks or canvass for at least two hours. The seed may then be sown at once or spread out and dried and be ready for sowing any future day. Each gallon of this solution is enough for a little more than a bushel of oats and two bushel of wheat or flax.

As stated, the treatment is effective for the loose smut of oats which is seen in the field as a black-spike standing upright with no grains on it whatever. It also destroys the stinking or enclosed smut of wheat. This disease is found inside of the berries. The inside of each berry is finally reduced to a powder consisting of black stinking spores which, when the kernels finally burst open, are scattered all over surrounding grains. This grain, if untreated, is sown and the next crop is infected. The treatment is also effective for wilt in flax. This disease causes such a great loss that no flax should be sown without being treated in the manner described.

There are many machines now in the market which are used to facilitate treating for smut with formaldehyde and where large quantities of seed are to be so treated the machine will doubtless be a time and money saving proposition. The whole cost of so treating seed grain is no more than 3 or 4 cents per acre and should not be neglected.

MODIFIED HOT-WATER TREATMENT

The loose smut of wheat and barley commonly known as "black head" cannot be effectively controlled by the formaldehyde treatment. Since damage from this source is often very heavy it is extremely advisable to eradicate the disease if possible. The following directions for the use of "modified hot water treatment" are given by the Wisconsin Experiment Station: 50.

Place the grain in gunny sacks and submerge in cold water 12 hours. Remove and drain for one hour, then

the treatment. Otherwise it will sprout and difficulty will be experienced in getting it through the cedar drill. This treatment is known as the modified "swingle" hot water treatment.

The margin of temperature which is effective for the destruction of the smut spore is so narrow that the operator must be supplied with a good standard thermometer and watch the process closely. After the water in which the seed grain is submerged is but a few degrees above 130 degrees, the seed will be injured, and if a few degrees lower, the treatment will not be effective because the smut germs are not killed. On account of the liability of error, it is advisable to treat



PROPER RECLEANSING IS NECESSARY TO SECURE STRONG, PRODUCTIVE SEED

a sufficient amount of seed to sow two or three acres and save seed for further sowing from this particular area, which will have little smut in it.

In conclusion, test, don't guess. We have no way of knowing about the liability of any seeds, corn or small grains, without actually testing it for germination. Tests may be conducted at home with a piece of blotter paper placed on a pie-pan and another pan turned over the top. It should be kept damp at all times and warm. As stated before, the test will indicate about the percentage of grains necessary to fan out. Count as good only the strong growing kernels, as the weaker ones are not apt to produce grain at all. After the grain has been thoroughly fanned out it should be given the formaldehyde treatment. It is cheap, simple, easy, and

SHIPPERS PROTECTED BY NEW LAW

A bill of greatest value to shippers, introduced in the Senate by W. S. Kenyon, of Iowa, and in the House by Congressman Towner, was recently signed by the President and became a law.

The new Act amends the laws relating to the trial of cases of damages against carriers for losses in transit, and eliminates the delay and expense arising from the former practices of the railroads in

obtaining change of venue, and having cases tried out of the jurisdiction in which the fault was committed. The amendment is as follows:

And provided further, That no suit brought in any state court of competent jurisdiction against a railroad company, or other corporation, or person, engaged in and carrying on the business of a common carrier, to recover damages for delay, loss of, or injury to property received for transportation by such common carrier under Section 20 of the Act to Regulate Commerce, * * * shall be removed to any court of the United States where the matter in controversy does not exceed, exclusive of interest and costs, the sum of value of \$3,000.

ILLINOIS DEALERS PROTEST AGAINST RATE INCREASE

The hearing on the proposed increase in freight rates on grain, which was held at Springfield, Ill., February 3, was preceded by an informal meeting of grain dealers at Decatur, Ill., on January 26. About 70 were present including Secretary of State Harry Woods, Lee G. Metcalf, president of the Illinois Grain Dealers' Association; R. C. Baldwin, of Bloomington; Judge Monroe, of Springfield; Secretary S. W. Strong, of the Illinois Grain Dealers' Association; William Hershey and John DeCoursey of Chicago. After several speeches in protest of the increase, the following resolution was passed:

Whereas, a movement has been on foot for more than a year by the carriers of Illinois to increase rates on grain produced in this state; and

Whereas, no advance is proposed on grain in any of the states east or west of Illinois; and

Whereas, statistics compiled from reports of carriers in Illinois to the Interstate Commerce Commission show that the carriage of grain is much more remunerative in this state than in any other of the seven surplus grain states; and

Whereas, the farmers' income is already very materially reduced this year, as compared with the past few years, by the short crops and poor quality throughout the state; therefore, be it

Resolved, by this meeting of grain producers and shippers of Macon and surrounding counties, held this 26th day of January in the city of Decatur, that your honorable body, the Utilities Commission of the state of Illinois, is hereby respectfully petitioned to deny said proposed advance of rates on grain.

At the formal hearing before the Public Utilities Commission at Springfield, about 1,000 grain dealers and farmers were present to protest. They met in convention and organized to defeat the rates, and after a spirited meeting passed the following resolution:

We, the undersigned citizens and taxpayers of the state of Illinois engaged in the production, shipment and handling of grain in the state of Illinois, representing more than one hundred thousand members in farmers'



TREATING GRAIN FOR SMUT

The Formaldehyde Method Is Quick and Efficient.

submerge for 5 minutes in a cask containing hot water held at a constant temperature of 130 degrees Fahrenheit. It is well to warm the grain before placing it in the water at 130 degrees by submerging it in water of a slightly lower temperature for a minute or two to take off the chill, otherwise the temperature in the cask, which should be held at 130 degrees, will be materially lowered.

Boiling water should be kept near at hand which can be added at intervals to keep the temperature nearly constant, but should never be allowed to come in direct contact with the grain, as its vitality will be injured or destroyed. The seed should be spread upon the barn floor to be cooled before sowing. It should be sown, preferably, the same day or not later than the day after

effective and will definitely increase the money returns from the crops so treated.

Regular duties on foreign corn into Madeira, a Portuguese possession, have been cut to one-third their former figure.

Reports from New Orleans show shipments of wheat abroad to Antwerp, Bremen, Hamburg, Havre, Rotterdam and to West Indies, Central America and Mexico. The 1913 exports exceeded by 6,000,000 bushels the shipments of 1912 for the city at the foot of the Mississippi.

granges, farmers' elevators and elevator companies located in all parts of the state; also representing commercial bureaus in the grain markets of all cities in the state of Illinois, in convention assembled at Springfield, Ill., on February 3, 1914.

Believing that the proposed increase in railroad freight rates on grain in the state of Illinois is unjust, unlawful and confiscatory, and further believing that such rates are unreasonable in the extreme and discriminating, do hereby resolve to organize and stay organized until these rates are defeated and until it can be shown that the railroads of Illinois are already earning sufficient revenues to pay a reasonable return on the amount of capital actually invested in the railroads of this state.

We do hereby most earnestly protest to the Public Utilities Commission of Illinois against these unlawful rates and respectfully urge that the commission thoroughly inquire into the actual valuation of the properties of Illinois railroads, to the end that an intelligent reply can be made to us and to the railroads of Illinois on this question of railroad rates.

We cannot be satisfied on this question until the railroad properties are physically valued by this commission, and when that is accomplished it will appear whether railroad rates are remunerative or not.

A NEW AMERICAN INDUSTRY

N. L. WILLET.

There are a large number of oleaginous seeds that are pressed for oil. In Europe this industry is highly developed. Owing to high import duties this importing business could not be carried on in the United States. A large business, however, has been done in this line with certain home-grown seeds such as cottonseed, flaxseed and corn.

The soy bean is the principal crop in Manchuria. The chief source of revenue of the great Manchurian railway is the hauling of these beans. They are exported from the Port of Dalny (or Dairen). Seven hundred ships are engaged in this transport business—to Japan, South China, and Europe. For their cattle food in the great milk, butter and cheese countries of England, Holland, Germany, etc., these people are almost dependent upon soy bean meal. Boston imports it largely for her cattle feed, from England, ready prepared. Europe imports the soy beans.

Now with the Panama Canal opened, our seaport cities should get in the soy bean, in bulk in ship bottoms, cheaper than Europe can. There is no reason why a great industry from Boston, Mass., to Houston, Tex., should not spring up in soy bean importation and pressing.

This business fits most aptly into Southern conditions, for we have the plants, or the cotton oil mills, already built, and these, too, are idle six months in the year.

The method of pressing the beans is to crush the seed, cook the meats, put them into same presses as are now used by the cotton oil mills, squeeze out the oil, take the cake and grind it into meal or export as cake.

The oil is used for soap, is mixed as a paint, oil with linseed, for leather tanning, and can be refined into an edible oil—and is used as such now by the poorer classes in China and Japan.

While Japan has many other uses for soy beans, our beans as imported will go into cattle food meal and oil. There is no better cattle food than this bean meal. And as cattle foods that contain protein are very high in this country, it is believed that a large future awaits this new cattle food.

It may compete to some extent with our cotton seed meal as a feed; but it might be far better if a large portion of cotton meal now going into feed could be used with our Southern acid phosphate in our fields as a complete fertilizer.

If this business is carried on in such huge proportions in Europe—Europe even exporting it to New England—there is no reason why, with cheaper freight rates, it cannot be done in America, and especially because we have the oil mills as used for cotton seed ready built.

This country is a good producer of soy beans, making some 30 bushels per acre. But it is more profitable for us to turn the bean vines and pods into forage—a mixture of one bushel of cow peas and one-half bushel soy beans per acre and cut when the beans are in the milk, making the most nutritious, the largest outturn per acre and the most easily cured of all types of forage we can grow.

With the cheap Manchurian labor and cheap ocean freight through the canal, our sea coast oil mills certainly have a new and large industry now opened up to them with free soy beans.

MODERN METHODS CAUSE TRAFFIC CHANGES

BY RAY F. FRAZER.

Traffic conditions are changing so rapidly along the inland waterways of Illinois and the Middle West that it has become almost impossible to keep track of the oncoming revival of waterway commerce. Most significant of the developments of this nature are those to be found in the vicinity of Peoria and Pekin, Ill., on the Illinois River.

Certain grain merchants have cast aside all the antiquated methods of steamboat days and are plunging along on new lines with very gratifying



A GRAIN BARGE ON THE ILLINOIS RIVER
Showing Adjustable Leg Belt Conveyor for Unloading.

results financially. A firm at Pekin, the Smith-Hippin Company, has taken the lead. In addition to displacing the old style, top heavy and inconvenient packet boat with modern shallow draft steel barges, this company has also abolished the lazy roustabout by installing machinery to do his work.

Formerly when grain was hauled by boat it was loaded and unloaded at tremendous cost of man power and time. Now it is brought down the river from huge modern elevators on the banks of the Hennepin Canal, by barges which have been loaded at their tops. At Pekin, which is a basic rate making point on grain for the railroads, these barges are unloaded by means of an adjustable leg belt conveyor which pumps the grain up to elevator or cars as desired, regardless of the stage of the water.

This application of an old principle of mechanics may seem almost trifling, but it abolishes from waterway traffic the most costly item, known as the levee haul.

The water haul by privately owned barges in itself is a great saver of freight rates. Grain by barge costs 2 mills a ton mile. Grain by railroad costs 6 mills a ton mile. There is an additional saving on the method of handling.

What this company is doing is merely indicative

of what several are doing. Other grain firms, a salt company, an internationally known oil corporation, several coal companies, are all in the field of the new waterway commerce or have made their plans to get in it at once by ordering steel barges with the most modern of engines and cargo handling machinery.

Big business, with its usual farsightedness, has found a way out of car shortages and high freight rates on bulk commodities,—and it has gone back to the waterways just as Germany did.

GETTING RID OF INSECTS

Fully five per cent of all stored grain and grain products are destroyed each year by the ravages of insects, according to a recent bulletin of the Kansas State Agricultural College. Both grain elevators and mills are subject to insect pests and it is declared that in most cases where insects are present, dirt is a contributing factor. Since the dust, the dirt, the rubbish, and the refuse grain, allowed so many times to accumulate in grain elevators, serve only as breeding places for insects, there is nothing that will accomplish so much toward the prevention of injury as cleanliness and neatness.

Fresh grain should not be exposed to attack by being placed in bins that are already infested. Before grain is stored, the floors and walls of the building, and the bottoms and sides of the bins, should be thoroughly cleaned. The dust and the refuse grain that collect on the tops of timbers and machinery should be removed. The refuse grain and the other material that accumulate in and about the dump, along the conveyor tunnel, and in the bottom of the elevator pits should be removed and burned, and a liberal amount of air-slaked lime should be scattered in these places.

All grain brought to the elevator, either in cars or in wagons, should be carefully examined for insect infestation, and, if infected, should be stored in quarantine bins, where it can be fumigated.

The storage of grain in large bulk and in steel or concrete tanks or bins is strongly recommended. If the grain is infested by the grain or the meal moth, frequent agitation or handling of the grain will destroy many of the insects. These measures, if carried out consistently and thoroughly, will prevent much damage and will save the considerable expense of getting rid of the insects after they have obtained a foothold.

Of the several species of beetles and their larvae attacking stored grains, not more than five or six are commonly found in small bins, of which the two species of grain weevils (snout beetles or little "bill" bugs), the grain molitor, the cadelle, and the saw-toothed grain beetle are the most damaging. To these may be added three species of moths, the Angoumois grain moth, which is the most serious attacking corn, and the two meal moths, the serious ones in meal, bran, or any other ground grain products.

Carbon bisulphide fumigation is effective and is strongly recommended for all insect infestations in the farmers' bins and small storage elevators, but since there is such an element of danger from fire in its use in large grain elevators, it is not recommended for this purpose. It is prohibited by mill and grain-elevator insurance companies, and the use of it voids the policies. There are however other fumigants which may be used, although several of them, especially hydrocyanic acid gas, must be handled with exceeding care to prevent injury to the operator.

Owing to corn famine in southeastern Nebraska the farmers around Fairbury have resorted to bartering wheat for corn, the prices being practically the same in this locality. The roller mills there are making the exchange.

Speaking of local grain dealers' associations, John M. Gillette of the University of North Dakota says: "There is a marked tendency in the movement to become more co-operative in the technical sense, demanding stricter fealty of members and giving them advantages not possessed by outside patrons."

The Romance of Grain

A History of Grain and the Grain Trade of the World from Remote Ages

By JOHN McGOVERN

Author of "The Fireside University," "Hospitality," "Paints and Pigments," "Trees," "An Empire of Information," Etc.

GREECE [CONTINUED.]

PLUTARCH.

THE fifteenth and sixteenth of Plutarch's Natural Questions are as follows:

15. "Why is a fat and deep soil plentiful of Wheat, and a lean soil of Barley?"

Plutarch answers that Wheat is juiceless, and needs less nourishment.

16. "Why do men say sow Wheat in clay and Barley in dust?"

"Is the reason," writes Plutarch, "because Wheat takes up more nourishment . . . or are men afraid to sow Wheat in a dry soil because of the ants which presently lie in wait for it, but they cannot so easily deal with Barley or carry it away, because it is a larger grain?"

SPARTA.

Lycurgus divided his country into 30,000 tracts of land. When he saw the harvest, he joyfully remarked that all Laconia looked like a heritage newly-shared among brothers.

THE DEIGMA.

The Board of Trade at the Piræus (Athens), where the foreign merchants could display their grain, was called the Deigma, or Exchange. "It was always full of strangers." Plutarch mentions the market-bell, showing the early institution of trading hours. The inspectors of weights and measures were called *Epimelites*.

XV

CRETE

FRATERNAL SUPPERS.

In the Reign of Terror at Paris, in 1794, the fraternal suppers of the early world were re-established. Aristotle and Strabo describe these institutions. At Lyctus each member of the brotherhood contributed a tithe of his harvest for the common meals. At other places the city fed the poor, and the rich ate at the same tables.

XVI

ROME

THE LATIN ERA

For two thousand years Rome existed as a government, and nearly all the world was under its sway for nearly a millennium. Next to Egypt and China it stands as the most successful social organization the world has ever witnessed. The pastoral tribes of Japhet (Mediterranean men) spread to Italy, varied greatly from those remaining in Greece, and were visited and dealt with by the Phoenicians. A colony may have arrived from Troy by Canaanite vessels, as the poets sang. The art of agriculture was held in the reverence accorded it by early Man, and the greatest statesmen, like Cincinnatus and Cato, held the plow. There had always been a custom of fraternal suppers or meals among the settlers of the northern coast, and when Carthage, Greece and "Asia" had been overwhelmed, the people were attracted to the city to demand a division of the spoil of the world. The earliest mention by Livy (the Herodotus of Rome) concerning this "civilizing" movement, is in the year of the city 267, when Spurius Cassius, one of the Consuls, proposed a free distribution of grain from the public granaries, and was put to death for it.

POMPEII

The exhumations at Pompeii, a city buried by the volcano Vesuvius, near Naples, in the year 79 A. D., preserve for us the actual structure of Roman granaries. They are 110 feet long, with recesses for the public bins, which had false bottoms, allowing the grain to run out.

THE "GEORGICS"

It was because Maecenas desired to reintroduce the arts of agriculture that Virgil wrote the "Georgics," the leading Latin poem, which details the Roman tillage, sowing, and harvest, following the "Works and Days" of Hesiod, the early Greek.

The most voluminous of all Latin writers, Varro,

lived while Rome was at war with Hannibal of Carthage. All Varro's books perished save a grammar and a work on agriculture, in which the raising of grain figures as highly important and honorable.

MERCHANTS

The *mercatores* lived constantly at Rome, the *negotiatores* in the provinces. Originally, all traders were slaves, and finally all the grain-merchants lived on one street. It was ancient custom for merchants to form in troupes of actors and play before their patrons. Rome had been founded 535 years before trade was fully taken from the hands of the inferior castes.

The interest of the Government in grain, the free distributions, and the needs of the army, rendered trade perilous to all save the powerful citizen, and nabobs like Cassius finally dealt with nearly the entire matter, as has happened in many other countries, under all systems.

BIG LOAVES.

Bread was baked in very large loaves (which have been exhumed) and they were stamped with weight and the maker's name. The thin loaves or cakes of the Egyptians excited Roman ridicule.

COMMISSARIAT OF THE ROMAN ARMY

The learned Le Beau, in Tome 41 of the Academy of Inscriptions, collected all that was known in the eighteenth century regarding the Roman military commissary department, quoting all the authors of the Republic and Empire who have written on grain.

The Legions and Cohorts were supplied with the Wheat unground, each soldier carrying in his haversack a ration for sometimes as high as thirty days. For each mess a mill-stone was borne by one of the men. Granaries were finally built all over Europe, "Asia," and Africa, which were called *Mansiones*, evolving out of the oriental caravanserais. At these *Mansiones* the Emperors were entertained on their journeys, and probably all the surroundings of a temple set up. Marcus Aurelius died at what is modern Vienna. Julian assumed power on an island at Paris—in each case at a *Mansio*. The provinces were compelled to fill these *Mansiones*, and the service grew so large that Le Beau says a swarm of officers, servants, quartermasters, sutlers, and contractors plagued the empire like the locusts of Egypt.

Later in the Empire the soldier carried loaves or crackers (hard tack) but this increased the load to be borne and detracted from the value of the food he received. The soldiers' loaf, *panis militaris*, was considered the limit of frugality.

FAIRS AND MARKETS IN EUROPE.

When the Roman Senate voted money to a Questor to be paid out for Wheat for the army in the provinces, the scenes once familiar in all country towns of America would be enacted. The farmers would haul wheat in wagons to their market-places, and rival middlemen would gather to bid for it, on its way to the camp. As the Roman troops were cantoned for so many years in the provinces, the officers of the commissary gradually acquired prodigious wealth, moved to Rome, set expensive fashions, encouraged idleness, and undermined the safety of the State.

The founder of a nation was always credited with instituting the fairs. Thus Romulus had this honor at Rome. The people came in every ninth day. Candidates for the highest offices attended the fairs and showed their wounds to the people. Augustus sat on an eminence at the fairs.

The Consuls and Pro-consuls fixed on towns where markets might be held, and the people assembled to hear the laws. In the end these favored places became "municipalities." Markets are depicted on some Roman coins.

Generally, through the world, it is to be found that Wednesday was the market-day. This may be

traced back to Nimrod, the first Hero with the club. Wednesday is everywhere named for the god of trade. Mercury was the Latin name, Hermes the Greek, Wodin the Northern; Po and Pod, Fo and Fod further east; Osiris in Egypt. All these are the same as Nimrod (tamer of the cheetah). The same *Mer* is in Mercury, merchant, and mer (sea).

BREAD FOR ALL

When bread was given to the people by the Government, it was called *panis civilis*, or *fiscalis*, or *dispensatorius*, or *gratuitus*. It was distributed from an elevated place, or to the people ranged in an amphitheatre.

THE ROMAN GRAIN FLEETS

One of the most interesting passages of Merivale's "History of the Romans" is as follows: "First in the ranks of commerce was the traffic in grain, which was conducted by large fleets of galleys, sailing from certain havens once a year, at stated periods, and pouring their stores into the granaries of Rome in an appointed order. Gaul and Spain, Sardinia and Sicily, Africa and Egypt were all Wheat-growing countries, and all contributed of their produce, partly as tax, partly, also, as an article of commerce, to the sustenance of Rome and Italy. The convoy from Alexandria, in Egypt, was looked for with the greatest anxiety, both as the heaviest-laden, and as, from the length of the voyage, the most liable to disaster and destruction. The vessels which bore the Wheat of Egypt were required to hoist their topsails on sighting the promontory of Surrentum, both to distinguish them from others, and to expedite their arrival. These vessels, moreover, were of more than ordinary size, and they were attended by an escort of war-galleys." [See Sea Caravans.]

A deputation of Senators awaited at the port of arrival, and when the topsails were seen and the news reached Rome, a general holiday was proclaimed. The hieroglyphics have already told us how little joy there was on the Nile, where this Wheat came from. [See Egypt.]

Under Augustus all sales of goods or products paid a tax of about 1 per cent.

THE "CORNER" AT ANTIOCH

In the year 362 A. D., the Roman Emperor Julian went from Constantinople to Antioch. There was a famine, and the merchants of Antioch had "cornered" the Wheat and were charging great prices. Of this the Emperor put on the open market 422,000 bushels of Wheat which were drawn from the imperial granaries of Chalchis, Hieropolis, and Egypt. The merchants bought all the Wheat that was offered and by secret arrangement advanced the price. On this the humane Emperor took his revenge by writing the "Misopogus," a tirade against the ungrateful city.

GIBBON

Gibbon continues Merivale as Merivale continues Livy in the long history of Rome. The greatest of historians concludes that Wheat under the successors of Constantine, was usually worth 32 shillings a quarter (eight bushels), which Gibbon notes as the average price from A. D. 1700 to 1764 (his own time), and not so very far under dollar Wheat. In the American hard times from 1894 to 1896 this price was nearly cut in twain. Under the operations of the Wheat-pit Wheat is probably a more stable and better basis of world-wide value than any other commodity whatever.

DIOCLETIAN'S TARIFF

There were Boards of Trade and insurance at the ports of the Black Sea and Asia Minor, and the surrounding country raised Wheat in vast quantities, as they began to do again in the last century, after lying fallow for a thousand years. The Emperor Diocletian imposed a tariff on both Wheat and Barley.

THE WORD CALAMITY

Lord Bacon observes that in Roman times when the head of the Wheat did not come forth from the stalk (calamus) the people commemorated the disaster by calling it a calamity.

GRAIN AS MONEY

Jevons notes that grain was the means of exchange in remote parts of Europe for thousands of years. In Norway grain was deposited in banks, and lent

and borrowed. Corn (Maize) once circulated as money in Mexico. In Queen Elizabeth's reign an act was passed which obliged the colleges of Oxford, Cambridge, and Eton to lease their lands for grain rents. As money subsequently sank greatly in value, the result was to enrich the colleges.

ROMAN BOATS

The Romans would have little or nothing to do with the sea till their city was 490 years old. In the Lake of Nemi, in modern times, was found a Roman vessel of ancient hull, such as carried Wheat on the Mediterranean. The hull was of of thick larch (tamarack). Outside was a layer of pitch, then a yellow cement, and over all sheets of lead with bronze nails. Inside was a layer of pitch, and again a layer of clay. The planks themselves were caulked with tow and resin.

VIKING SHIPS

The imitation Viking Ship that reached the Chicago Fair of 1893 from Norway will be recalled. It was thus proved that voyages in open boats out of sight of land were always feasible. The Nile funeral boats in our museums also lead us into the channel of thought that the strain of civilization that organized the Grand Caravan and turned it into the Sea Caravan was not the same one that caulked its boats.

[TO BE CONTINUED.]

FAIR PROMOTED BY A GRAIN DEALER

States and associations have been doing great work in promoting county and sectional fairs and grain and stock shows. Occasional communities have promoted and carried to successful conclusion, mid-winter shows, and this without outside help of any kind, but only through the energy and faith of the leading spirits. Vaughnsville, Ohio, recently carried out such an undertaking which compared favorably with many county fairs backed by state aid.

The president and leading spirit was D. R. Risser, grain dealer by choice, farmer by instinct and training. His elevator is the hub of the business activity of the village and his presiding genius inspired a progressive and ambitious show which will go far toward putting Putnam County among the foremost

Risser was the moving spirit in this enterprise, and its successful outcome must have made him many friends. In addition to this, the crops of the county are bound to be materially increased and improved through the educational work of these mid-winter fairs. There will be more and better grain to send to market. No elevator man can lose on such a



NEW GRAIN ELEVATOR OF THE MOUNTAIN CITY MILL COMPANY, CHATTANOOGA, TENN.
Constructed by the Witherspoon-Englar Company, Chicago, Ill.

proposition and he has it in his power to make himself the great force in his community that Mr. Risser has.

In Vaughnsville a permanent organization has been effected and a fair will be held every winter. This time of the year is deemed better than the fall, as the farmers have more time to prepare for and enjoy it. In the accompanying photograph Mr. Risser is seated between the two ladies in the front

the present rate of progress can be maintained, Chattanooga will soon take her place among the foremost grain centers in the South. An example of the growing grain business, necessitating larger and more modern storage facilities, is shown in the accompanying illustration, which portrays the new addition of the Mountain City Mill Company.

This addition comprises a fireproof grain elevator and storage tanks. They were constructed throughout of reinforced concrete and consist of a receiving house 24x32 feet and 96 feet high, containing six floors with reinforced concrete scale pit and track receiving hopper. Adjacent to this there are nine reinforced concrete square mixing bins 10x10 feet and 76 feet high, and immediately next to these and connected with same four reinforced circular grain storage tanks 32 feet in diameter and 76 feet high.

The mixing bins and the storage bins are surmounted by a steel frame cupola covered with galvanized corrugated iron, which connects with the receiving house, and containing the belt conveyor to fill the bins. Under the mixing bins and receiving bins there is a tunnel 9 feet wide and 10 feet high, containing the 36-inch belt conveyor which is connected with the elevator in the receiving house for the emptying of these bins.

The elevator has a storage capacity of 250,000 bushels and was constructed by the Witherspoon-Englar Company of Chicago. The hollow metal windows were all furnished by The Sykes Company of Chicago. The cleaning machinery, consisting of one receiving separator, one milling separator and four scourers, was bought from The S. Howes Company, Silver Creek, N. Y. The conveying machinery, purchased from The Webster Manufacturing Company, Tiffin, Ohio, is composed of one short leg elevator which goes to the second floor and empties into the receiving separator. From here it is dumped into the long leg elevator, which goes to the top.

The wheat is then dumped on a 36-inch trough conveying belt, which runs to a tripper and trips the wheat into any bin desired. The boot of the short leg elevator has two openings in it. From one side the wheat can be put in from the cars; from the other side wheat can be received from the trough conveying belt in basement, which carries wheat from the bins. There are five small elevators to use in connection with the cleaning machines. For convenience and efficiency the whole ranks highly.



ACTIVE WORKERS AND COMMITTEES OF THE VAUGHNSVILLE FAIR

agricultural and stock raising communities in the Buckeye state.

Among the special attractions planned for the entertainment and instruction of those present were: Joe Wing, who delivered his famous address on alfalfa; T. P. Riddle, who told of the corn prize winner's trip to Washington; David Tiffe, of the Ohio State University Farm, who spoke on "Fitting and Showing Animals"; A. P. Sandles, on the work of the Agricultural Commission, and others who were well known locally.

This is an example of what elevator men throughout the country can do for their communities. Mr.

row, which was an additional reward his leadership in the enterprise brought to him.

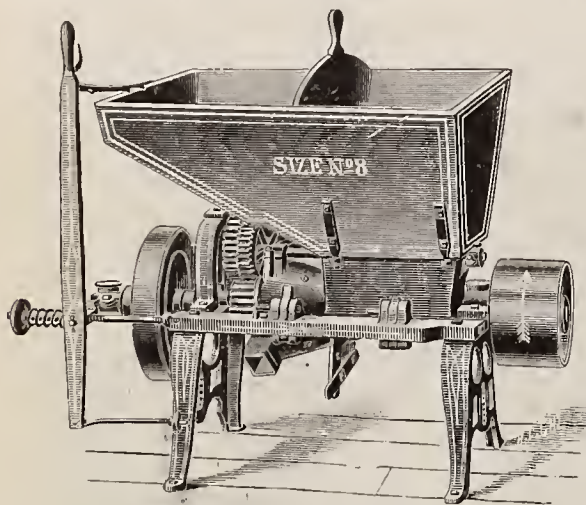
Minnesota raised 4,331,653 bushels of flax in 1913, against 4,213,600 in 1912. There were 360,003 acres planted and the average yield per acre was 11.9 bushels per acre.

A government officer at Mobile, Ala., refused to let a cargo of Argentine corn be unloaded at that port's docks on account of announcement that Bubonic plague now exists in South American ports. The grain was then lightered from mid-stream to importers.

AN ECONOMICAL GRINDER

The importance of a balanced ration for feeding stock is engaging the attention of stockmen throughout the country. One of the widely used feeds is that in which corn in the ear, husk, cob and all, is ground up with certain proportions of small grain. The cob and husk serve as roughage, and the whole makes an appetizing feed and is a pretty well balanced ration. A machine to produce this sort of product in the most economical and satisfactory manner, called the General Purpose Feed Grinder, has been perfected and put upon the market.

This machine is manufactured by the N. P. Bowsher Company of South Bend, Ind. It is fitted



THE BOWSHER GENERAL PURPOSE FEED GRINDER

with divided hopper for handling both ear corn and small grain at the same time, crushing, grinding and mixing the two together in any proportion desired, and reducing the material to just the fineness wanted for feeding purposes. A machine of this type, it is claimed, will effect a saving of from one to two operations in the preparation of mixed feeds, which necessarily means higher efficiency and better profits.

A NEW TURKEY RED WHEAT-ELEVATOR

For the last fifteen years M. P. Thielen has been engaged in the grain business in Russell County, Kan., the center of the Turkey red wheat belt. He has just completed a new elevator at Lucas, on the

holding about 1500 bushels. There are nine storage bins, all cement hoppers bottoms. There is a transmission rope driven elevator, with 6x11 cups, having an elevating capacity of about 20 bushels per minute. The automatic hopper scale has a capacity of 1,500 bushels per hour.

The engine room and office are in a separate building, the power being derived from a gasoline engine of 10 horsepower, which gives ample power to the elevators, man-lift and other machinery. In

front of this office building is a 5-ton Fairbanks Wagon Scale.

The elevator was completed on August 1, just in time to take care of the great volume of Turkey Red wheat which the county produced this year. As the wheat acreage of this section has been materially increased for winter wheat, the prospects for the next season are quite as good as they have been in this exceptional year. Mr. Thielen chose a propitious time for the construction of his house.

Taking a Look at the Invisible Loss

What the Term "Invisible Loss" Means in Connection with the Grain Trade—How It Is Figured—Elimination of All Kinds of Waste

By G. D. CRAIN, Jr.

AS EVERY elevator man well knows, there is a certain element of cost in the handling of grain represented by the loss of a relatively small percentage of the corn, or wheat, or oats, which is called invisible loss, for want of a better name. It is called invisible, presumably, because it is considered to be just that—incapable of being seen.

Once upon a time, however, it was impossible to see the infinitesimal germs and other parasites which have been investigated, dissected, analyzed and cataloged, by the use of the little instrument known as the microscope. In other words, things are now seen plainly which were once not only invisible, but unimagined. It may be, therefore, that it is possible to get something like a clear view of the invisible loss, so-called, if the right viewpoint and the right angle is obtained.

Unquestionably, it is necessary for the elevator man to make a charge to cover this loss, because it is a part of the cost of handling the grain, as indicated; and if the attitude of the trade is that it is impossible to see and ascertain this loss, this particular item of cost, it would appear that the allowance for it in the charge for the elevator's service, in any given instance, must be rather loosely fixed.

And that, in fact, is largely the case. As a rule, the elevator man positively asserts that it is practically impossible to discover what the loss is, save for a long period, and then only in the most vague

thing is impossible, in my opinion. It varies with every car of grain, and with every change of the weather, and it strikes me as a particularly thankless and futile job to attempt to reduce it to definite figures.

"Oh, yes, it turns up when we figure up, by such actual measurement as we can make, the amount of grain on hand, and compare it with our book figures. The books show what should be in our bins and in the plant generally by subtracting from the amount of grain received the amount shipped out. This does not take the invisible loss into consideration, however, because it cannot, and that loss is, therefore, pocketed by us."

Once upon a time, of course, there was a fixed cut, or allowance, made by shippers to the elevators to cover this necessary loss. But this is no longer the case, as a general practice; which, obviously, makes it all the more necessary for the matter to be covered by the elevator's charge for service. The free admission of the grain man quoted, that at the end of any given period, by any sort of careful measurement, a definite and not inconsiderable loss appeared, indicated pretty clearly that it is an ascertainable quantity, at least; and, this being the case, it would appear that it is a thing which can be covered by a charge fixed with a fair degree of accuracy.

It is a business custom of long standing, and of considerable value, properly handled, to take a thorough inventory annually, covering the entire stock of the establishment, placing a fair valuation upon it, and casting up a balance to show what the business has done during the year.

For most of the purposes of the ordinary merchant's inventory the elevator has no use. The inventory idea, however, is not a bad one for the elevator to follow, for certain purposes peculiar to itself—notably, say, that of reducing the invisible loss more nearly to a definite thing, for which a definite allowance can be made, instead of trusting to general experience in a vague and indeterminate sort of way.

Here, again, however, it seems that the trade, for the most part, prefers to let things remain indeterminate. A large concern in a Middle Western city, handling millions of bushels of grain every year, practically never has such a thing as a definite ascertainment of the amount of grain on hand, because its management considers such a thing impossible. But is it impossible? If so, all right; if not, why, then, it should be done, if any benefits can be shown to flow from it.

"Impossible to take an inventory? Not by a long shot!" declared another elevator man. "Of course, you needn't call it an inventory unless you want to—I don't call it that, and, strictly speaking, and in the ordinary sense of the word, it isn't that. But as far as finding any difficulty in ascertaining exactly how much grain we have on hand, there's nothing to it."

"Every merchant takes an inventory whenever he feels like it, and finds no difficulty in enumerating every one of the thousands of articles he has on his shelves and in his warehouses. It strikes me that an elevator's proposition is a good deal



NEW THIELEN ELEVATOR AT LUCAS, KAN.

Union Pacific Railroad, the house being situated close to the main tracks.

The elevator is 30x36 feet on the ground plan and is 35 feet high to the square, topped by a cupola half again as high. The building is entirely covered with corrugated iron and is completely equipped for handling its 20,000-bushel capacity.

The 14-foot driveway is equipped with three hopper-bottomed loading bins overhead for loading the wagons with any kind of grain, and the dump,

and general way, and that, therefore, it is impossible to make any really intelligent allowance for it. This means, necessarily, that either this item is not adequately covered in the elevator's charge, or that it is covered too generously, with the result that some competitor could cut under prices somewhat, and thus land some business.

"Of course there is such a loss," said an elevator manager who has had a good many years' experience in the trade, "but as for fixing it definitely, the

simpler, because all that it has to do is to weigh the grain in bulk, and there you are.

"And that is exactly what we do, periodically; not periodically, either, in the sense that it is done at definite times; but every now and then, when the amount of grain on hand gets down to what we know to be about the minimum, we weigh it out, check up the results with our books, and thus have the invisible loss covering the period since the last check of that sort.

"Having with this, also, the exact weight of grain handled in and out during that period, we can come pretty close to ascertaining the net loss per unit—thousand pounds is a convenient figure—for any season of the year; and I violate no confidence in stating that we have narrowed this figure down to something between 60 and 75 pounds to the thousand pounds of grain handled, which is close enough for general purposes."

The point is, please note, that the thing can be done, and is being done, by a good-sized elevator company. It is not necessary to know the exact figure which it has ascertained to be the amount of the "invisible loss" on various kinds of grain at various seasons in order to see that it is merely a matter of simple arithmetic to work out that figure, provided only the exact amount of grain on hand is ascertained at convenient intervals.

Moreover, there is also involved the possibility of getting hold of a rather serious kind of invisible loss—that by stealage—by noting an excessive loss, too great to be due to mere leakage and shrinkage, during any given period. It is undoubtedly true that this kind of loss, as compared with the bulk of grain in the bins, is too slight to be noticed by a mere inspection; but that does not mean that it may not be a serious matter in the aggregate, and that it is not worth while to check it up and catch the thief, if possible.

What might be termed poor housekeeping around the plant is undoubtedly responsible for a large

this loss to the irreducible minimum than to let it stand at an unduly high proportion of the grain handled, under the comforting thought that the shippers are paying for it.

The modern gospel of efficiency—modern, by the way, only in that it has been going under that name of late years—calls for the doing of every kind of work as economically as possible, and as well as possible; and as long as there is any such waste permitted as excessive "invisible loss" it cannot be said that the rules of efficiency, new or old, are being observed. And the only way to be certain that the loss is not excessive is to measure it now and then.

OHIO ELEVATOR PROGRESSES WITH TOWN

In Hicksville, a prosperous and growing town of western Ohio, a new elevator has recently supplanted an inadequate one of old design. The new elevator is not only a factor in growth, a convenience in service, but a real pride to the locality. It is owned by the Bear Grain Company.

From a capacity of 10,000 bushels and types of elevator machinery dating from 1900, facilities now presented give a capacity of 30,000 bushels and 10,000 bushels receivable in a day. Among the new machines installed may be mentioned a 35-horsepower automatic steam engine boiler providing ample power and using cobs as fuel, 16 hopper bottom bins, two stands of elevators, an automatic grain scale, Monitor Grain Separator, Sidney Corn Sheller and other necessary equipment permitting efficient handling of the district's big yields.

The original elevator was built by the Baltimore and Ohio Railroad in 1875, at practically the same time that the road itself was completed. It opened up immediately a market and was leased to the firm of Ainsworth, Boon & Bevington and operated

Not only is the elevator complete but the office of the owner and operator, Earl C. Bear, formerly with the Churchill Grain Company of Toledo, Ohio, is thoroughly furnished and businesslike. A 5-ton Fairbanks Registering Beam Wagon Scale, wholly enclosed but with sufficient space, takes care of the wagon trade. As a side line to the elevator, which handles yearly about an equal number of bushels of wheat and corn and a double number of bushels of oats, coal and seed find a place in suitable buildings. An 8,000-bushel corn crib completes the grain storage equipment.

DEATH OF JAMES BRADLEY

It was barely six weeks ago that James Bradley, secretary of the Nye & Jenks Grain Company of Chicago, left his office in the Rialto Building complaining of a slight indisposition. A complication



THE LATE JAMES BRADLEY

of troubles almost immediately set in, resulting in his death on February 6 at 62 years of age.

Mr. Bradley was a native of Canada and as a young man became associated with the First National Exchange Bank of Port Huron, Mich., remaining with that institution for twenty years. He then engaged in the grain business at Port Huron, having become identified with the Nye & Jenks Grain Company of Chicago and in 1898 removed to the Chicago office. He had been secretary of this company for the past fourteen years.

Mr. Bradley served on the directorate of the Chicago Board of Trade during the years 1905-7 and was second vice-president of the Board in 1908 and first vice-president during 1909. He had also served at various times on different important committees. He was elected and served as president of the Council of Grain Exchanges during the year 1910. He was a prominent member of the Masonic order, being Past Grand Master for the state of Michigan, and was a member of the Union League and South Shore Country Clubs.

Mr. Bradley was known as a very able man. He was quiet and unassuming in manner, but among his close friends he was an interesting conversationalist and good story teller with a large fund of anecdote drawn from an unusually wide experience in business affairs. His presence will be missed, not alone by the grain firm of which he was a member, but by the entire membership of the Chicago Board of Trade and a large circle of friends.

The corn yield of Uruguay for the past crop season was 102,557 tons, according to a consular report, from 590,871 acres, or 13.5 bushels per acre. Exports of corn amounted to 736 tons.



ELEVATOR OF THE BEAR GRAIN COMPANY, HICKSVILLE, OHIO

part of this so-called invisible loss, in a good many cases. Failure to guard the chutes and conveyors properly, so as to prevent loss of the grain, and, thereafter, to see that all of the grain dropped in this way is swept up, put through the cleaning machinery with other dirty grain, and thus used, can account for an astonishing amount of grain in the course of six months or a year, and it should be remembered that the loss is the loss of the elevator, always.

These things, of course, go rather to the reduction of the invisible loss than to making provision for covering it accurately in the charge; but inasmuch as the object of the two is the same, they can hardly be said to be matters foreign to one another. In fact, as between the two, it might well be admitted that it is more important to reduce

under them for twenty-five years. For the next three years J. J. Overmeyer leased the house, and in 1904 the present owner bought the elevator and proceeded to install steam power and what was then modern elevator machinery of ample capacity, but in nine years the business has entirely outgrown it.

The new elevator was completed during the early part of last summer. It has concrete foundations and engine room floor and complete galvanized roof and sides, making an approved fire risk. The 420 feet of private side track provide the elevator and surrounding space to the extent of 2¼ acres with ample handling facilities and gives a freedom of operation quite desirable.

Every detail and means for economical operation, everything that will save time and money, have been properly installed in the new plant.

Kaffir Corn as a Grain Crop

This Sorghum Takes on New Importance—Manufacture of Kaffir Meal Stimulates Interest in the Grain—Varieties and Manner of Harvesting and Storing Described—
Food Value High for Man and Beast

THE rapid extension of the cultivation of Kaffir corn and other sorghums as forage crops in dry regions, and the recent experiments in the State Colleges of Kansas and Oklahoma on the value of Kaffir corn as a food for humans, have opened up the possibility that the grain from this plant may in time become a factor in the grain trade of the nation, and has added a new interest to a recent bulletin on the subject from the Federal Department of Agriculture.

Kaffir Corn, as its name suggests, was introduced into the United States from southeastern Africa in 1876. When the dry lands of the Southwest began to be taken up by homesteaders, the drought-resisting characteristics of Kaffir promoted a keen demand for the grain, and it has ever since held first place among the sorghums. It may be distinguished from milo, feterita, durra, and other sorghums by its stocky short-jointed stems, broad stiff leaves, 12 to 18 in number, set very close together, and the erect, cylindrical or oblong, and heavy head of medium-sized oval seeds, which are about half covered by the short hulls. In juiciness the stalks of Kaffir occupy about an intermediate place among the various sorghums.

There are now five well-marked varieties of Kaffir under cultivation in the United States, according to the United States Department of Agriculture. These are the White Kaffir, Blackhull Kaffir, Dwarf Blackhull Kaffir, Pink Kaffir, and Red Kaffir. Many other varieties have been introduced and tested but none has proved of certain value. The general characteristics are as follows:

White Kaffir—Seeds white, glumes white.

Blackhull Kaffir—Seeds white, glumes black, stalks 5 to 8 feet tall.

Dwarf Blackhull Kaffir—Seeds white, glumes black, stalks 3 to 4½ feet tall.

Pink Kaffir—Seeds pink, glumes white.

Red Kaffir—Seeds red, glumes black.

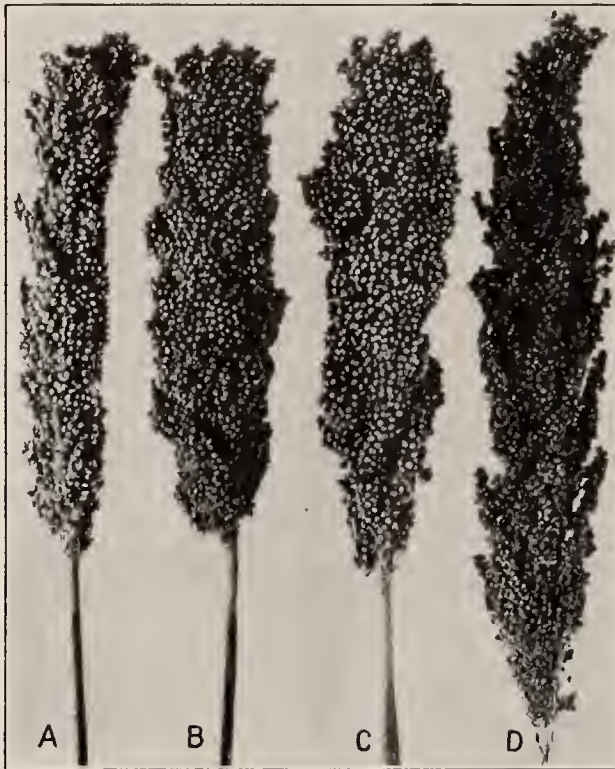
White Kaffir, one of the original introductions, was once extensively grown, but has been largely displaced by the Blackhull Kaffir. It is rather a dwarf, usually only 3½ to 5 feet high in the dry-land areas, and is quite early, the earliest, in fact, of all the Kaffirs. The leaves are fewer and smaller and the heads more slender than those of the Blackhull. The seeds and the hulls are white. Properly called White Kaffir, the name "White Hulled White" is occasionally applied to it. Its chief value lies in its early maturity, but the heads frequently remain partly enclosed in the boot or upper leaf-sheath, especially in unfavorable seasons. It is not recommended for general cultivation.

Blackhull Kaffir is the most widely grown of all the Kaffir varieties, owing to its satisfactory habits and high grain yields. The stalks are stout and usually grow to a height of 5 to 6 feet in the dry-land area, and 6 to 8 feet where more moisture prevails. The leaves are 12 to 18 in number, 2 to 3 feet long, and 3 to 5 inches wide. The heads are stout, rather compact, 10 to 14 inches long, with black hulls and white seeds. The heads normally grow completely out from the boot.

This variety requires from 115 to 140 days to mature, depending on the locality and seasonal conditions. It is not as early as either the White Kaffir or the Dwarf Blackhull form and therefore can not be ripened successfully at as high elevations or in as northern localities. It does well as far north as the north line of eastern Kansas, but in general is not as well adapted to the high plains of northwestern Texas, eastern Colorado, and northwestern Kansas as are the earlier varieties mentioned.

Blackhull Kaffir should not be confused with a somewhat similar but much later ripening plant of little value, sold under the names "African millet," "branching durra," etc.

Dwarf Blackhull Kaffir is a newly developed form of the Blackhull variety. It originated from an early-maturing selection of ordinary Blackhull Kaffir. It grows only 3 to 4½ feet in height under dry-land conditions and matures from five to ten days earlier than the standard Blackhull strains.



HEADS OF FOUR VARIETIES OF KAFFIR CORN
A, White Kaffir; B, Guinea Kaffir; C, Blackhull Kaffir;
D, Red Kaffir (about one-third size).

It differs from the ordinary Blackhull Kaffir, both in dwarf stature and earliness. These are two very important factors, however, in the value of a reliable grain crop in a large part of the Great Plains area. Both earliness and dwarf stature permit the maturing of the crop of seed with the use of less water than would otherwise be necessary. Earliness also permits maturing under conditions of short

higher sections, but in a portion of the lower areas where it is desired to use a header in harvesting the crop.

Pink Kaffir is an intermediate between the White Red varieties and was introduced from South Africa as a forage crop. None of the Pink Kaffirs has shown special value as a grain producer.

Red Kaffir is one of the original introductions and was once grown more extensively than at present. It has been largely replaced by the Blackhull Kaffir, partly because of its red seeds and partly because of the more elongated head. In habit of growth it is not very different from the Blackhull variety, although the leaves are slightly narrower and perhaps a little darker in color than those of the Blackhull. The heads are long and cylindrical, sometimes reaching a length of 18 to 20 inches. The seeds are red and the glumes a deep red or black. In the eastern part of the Great Plains it has been claimed to ripen earlier than the standard Blackhull sorts. Under the dryer conditions and higher elevations of the western portion of this area, however, it has almost always been later in maturing.

Owing to the length of the heads and the height of the stalk it is not so well adapted to harvesting with a grain header as are the shorter varieties. On the other hand, the red seeds are not so attractive to birds as white seeds, probably because of their higher tannin content, at least before ripening.

Since the grain in bulk heats so readily, great care must be used in storing it. If a large quantity is to be binned it may be necessary to provide for some means of ventilating the center of the mass. This can be done by means of a wooden pipe or a long, narrow wooden box, perforated at intervals, built through the center of the bin and opening outside. The openings should be covered by a heavy wire screen.

Kaffir yields in the dry land areas vary from nothing to 50 bushels to the acre and occasionally go as high as 70 or 75 bushels. There is probably very little difference in the actual yielding power of the different varieties, though there is often great difference in their performance. There is considerable difference in the yields obtained in different localities, due to differences in elevation, latitude, soil, and normal rainfall. As large yields can not be expected on the high plains or the more northern plains with their shorter season and cooler nights as in the lower plains and more southern sections.

Yield is governed by seasonal conditions, however, more than by any other factor. In years of drought



FIELD OF DWARF BLACKHULL KAFFIR AT DALHART, TEXAS

season which are found in the high plains, where the first fall frosts sometimes occur in the last days of August. The culture of this variety is being rapidly extended into the higher portion of the central and southern Great Plains area, which was mentioned under Blackhull Kaffir. In this section it is increasing the production of the Kaffirs and it is probable that within a few years it will supplant the standard Blackhull varieties not only in these

the yields are seriously lowered. In years of abundant moisture they become unusually high. Rainfall can not be controlled, but the amount of moisture in the soil can be greatly influenced by proper methods of tillage.

The use of dwarf and early varieties, such as the Dwarf Blackhull, will permit much better yields in dry seasons than can be obtained from varieties of standard height. The dwarf plant actually uses less

water in growth. Earliness enables it to mature before a drought occurs. Combined dwarfness and earliness lower the water requirements and so permit the plant to continue growth, even in spite of drought, because the dwarf plant does not use water as fast.

Kaffir grain makes excellent feed for all classes of farm animals, including poultry. It is used as a substitute for corn in the ration and has a chemical composition very similar to that of corn, therefore is best fed in connection with hay or foodstuff rich in protein. It is best to grind the grain before feeding to all stock except poultry. The feed-

ing value is over 90 per cent of that of corn. It is sometimes fed in the bundle, unthrashed, and makes a well-balanced ration. The stover makes a good roughage and loses but little in value from heading.

The milling of Kaffir corn is just beginning as a commercial industry, although many farmers in the Southwest have used the meal for years. It can be used in all cooking to take the place of corn meal, it makes a palatable breakfast food, and can also be used as pop corn. The meal is being regularly manufactured by at least one firm and the industry shows every sign of growth and expansion. We may yet see Kaffir corn listed in all market quotations.

The Luck that Stayed with Him

Bill Young Starts a Successful Career—He Acquires an Elevator—A Cataclysm Threatens to Change His Luck—It Proves to Be a Bonanza

By GUIDO D. JANES

BILL YOUNG was lucky. Starting into business as a book agent he gradually worked himself to be janitor in a public school. From that he drifted into grain buying for the Buckley Elevator. Even then he had success, and when



COMING ACROSS WITH THE BUSINESS

Buckley himself demised, Bill bought the elevator from the attorney who settled up the estate.

"Success attend you," remarked the man of Blackstone, as he came across with the business.

"Thanks, I hope so," was the reply.

At first all went well, after which things went better. At the end of the first year he was the fastest growing elevator man in the Middle West, and at the end of the second, all the machinery houses and elevator supply concerns had him on their mailing list.

"Let me erect for you a cylindrical elevator bin," said Mr. Rudge, a mill engineer from Chicago. "In fact why not erect a battery of bins? You must have them."

The remark was made in the elevator office one fine morning in February while Bill was reading a daily market letter.

"Wait," said the man of success.

And going out of the door he dropped down to the First National bank and asked them to O. K. the new bins with a certified check. They jumped at the chance.

"Go ahead with four new concrete bins such as you have in mind," said Bill on his return from the bank. "Hurry, for I need the space."

So Rudge got busy and soon had a force of men on the job. He installed a couple of 15-inch reversible belt conveyors which connected the bins with the shipping legs.

When it was completed Oscar Killjoy, the town pessimist, threw a wet blanket onto the whole affair. This was not done to reduce the fire hazard, but to bring out his trait of character.

"He'll take his pitcher to the well once too often,"

he said to Hank Stores, the village postmaster. "I have lived too long —"

"Crash, bang," sounded on the air at this point, interrupting the flow of the pessimist's language. Both looked out the window.

Across the street where once stood the elevator of Bill Buckley was the same elevator, but in a different angle. The ground had settled, which incidentally ruined the place of grain business.

"What did I tell you?" ejaculated the man of gloom triumphantly. "I'm a prophet. But let's go and rescue the dead and injured."

"All right."

They bee-lined for the scene of disorder and trouble and began with others to unearth the wreckage in search of the owner and his employees.

After half an hour they came across Bill himself.

"Are you hurt much?" asked the postmaster.

"He is dead," said Oscar.

"No I am not," put in the elevator man. "But look at this," and he pulled out a cigar from an inside pocket. It was practically ruined.

"Rudge told me to put in a better bin foundation," added the exhumed Bill ruefully, "for he predicted something of this kind if I did not, but I



HE EMERGED WITH A BAG OF GOLD

turned him down. Hope the noise of the catastrophe did not make your wife nervous, Mr. Killjoy."

"I expect so. More than likely she is in a swoon. I'll go and see."

"Don't go now," put in the postmaster. "Let's stay and help Mr. Young out of his trouble."

"Very well. How much will you pay me a day to work, Mr. Elevator Man?"

"Three dollars."

"I'll take you up. And I'll bet you that amount a

day that you will never have any more success in life."

"A fine bet," laughed Bill. "Agreed."

So the clearing away of the wreckage began. Aided by a steam shovel and work hands, the place was gradually relieved of its chaos. When the last shovelful of junk was being removed and after the salvage men had pulled up and gone, Bill accidentally noticed a peculiarity of the earth's construction. By a smattering of geology, learned while janitoring the school, he knew that a cave existed under the elevator cellar, not a large one, but a sort of pocket. Then it flashed into his mind that a certain Captain Goat, distantly related to Captain Kidd, but who operated extensively against the Hudson Bay Company in colonial times, had hidden his wealth in this locality. At least that was the myth handed down from the old settlers.

"Run your shovel into the ground once more," he said, addressing the steam shovel man.

"Yes sir."

This was done, and the bucket sank into the ground and was hidden in a pocket.

"Raise it a little," cried the elevator man, astonished.

It was done, and Bill jumped into the aperture. A second later, however, he emerged as the bucket had done, and getting down on his hands and knees deposited a bag of gold onto the soft earth.

"You lose," laughed the man of new wealth, half in derision, half in triumph. "I've unearthed a million dollars."

"So I see," returned Mr. Killjoy. "But it may be counterfeit."

"No it is not. Here," tossing the pessimist a handful of gold. "Take this and cure yourself of the gloomy side of life. Be natural like the rest of us."

"I will, if you give me a thousand more dollars."

"All right."

CONCRETE AND PAINT

The extensive and rapidly growing use of concrete in elevator construction has made the subject of painting such structures of considerable importance. As a rule the entire elevator surface is not painted, but it has not infrequently happened that signs painted soon after the concrete was dry have been found to disappear rapidly, either from disintegration of the paint or from flaking. Weathering will obviate the difficulty, but other ways have been suggested in *Concrete*, which says that the presence of alkali and the tendency to hold moisture an exceedingly long time are the causes of the special difficulties in the way of the successful painting of concrete. Otherwise the surface is just as adaptable to paint as brick or plaster.

The alkali acts on the linseed oil chemically and destroys it, while the moisture coming out causes blistering and peeling, just the same as it does when present in wood or brick. Some have leaped to the conclusion that linseed oil must therefore be abandoned—a peculiar notion when it is considered that scarcely anyone is ignorant of the fact that linseed oil is the only thing which will make good paint.

The thing to do is to kill the alkali in the cement so that linseed oil can be used. This is easily done by any one of three methods: First, let the concrete stand and weather a year or eighteen months before painting. There are instances in which the concrete has properly weathered much sooner. A house built of cement plaster over wood by a Chicago architect seven years ago was painted with pure white lead and oil only four months after its erection. The paint film is still perfect. Nevertheless, it is unsafe to allow less than a year for drying.

The second method is to wash the surface with zinc sulphate, commonly known as white vitriol. It is inexpensive, and may be purchased at almost any drug store. Make a 10 per cent solution (10 parts zinc sulphate to 90 parts water) and apply. The other method is to wash the cement with carbonic acid water, which may be purchased in siphons or cylinders at drug stores or from dealers in soda water fountain supplies. It is ready to apply as purchased, and may be brushed on or sprayed on. Paint

as soon as the walls are dry. The latter is really Nature's method, hurried. The alkali is killed by the absorption of carbonic acid. In natural ageing the carbonic acid is absorbed from the air and rain-water.

ARMOUR ELEVATOR DESTROYED BY FIRE

One of the biggest grain fires of recent years occurred in Chicago on Saturday, February 7. The

cause of the ice walls on both the river and track side. Thousands of persons braved the zero winds both at night and during the day to watch the spectacular sight. The main Minnesota Elevator and Elevators "A" and "B" were threatened a number of times, but were given a protecting coat of ice, from the fire department's hose and bucket work.

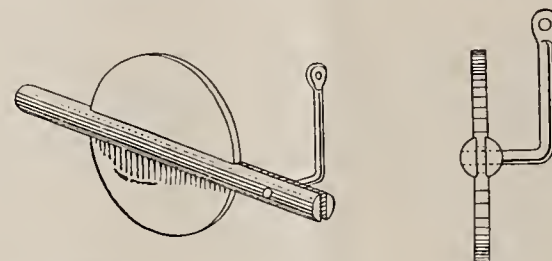
The announcement of Vice-President James of the Armour Grain Company shows a total grain loss of 590,000 bushels of wheat, 310,000 bushels of

ell, Duluth; C. E. Lippert, Cincinnati; E. Clemens Horst, San Francisco; S. W. Strong, Urbana; C. B. Riley, Indianapolis; Bert Ball, Chicago, secretary; F. H. Demaree, Chicago, Agronomist.

BUTTERFLY VALVE FOR GAS ENGINE

When starting a gas engine in cold weather it is sometimes necessary to shut off the air and allow only the gas to enter for making a rich mixture. If the engine is not equipped for shutting off the air, a hand must be placed over the opening. Instead of this method, motors not so equipped can be fitted with a butterfly valve in the air-intake pipe at small cost. Such a valve is described in *Popular Mechanics* and is shown in the illustration.

The stem is a piece of $\frac{1}{4}$ inch rod with a hacksaw slot cut almost the entire length. A piece of $\frac{1}{8}$ -inch sheet brass is cut to the circle of the pipe, and filed across the center to fit the slot. Thus made, no pin or screw is required to hold it in place. Holes are drilled through the walls of the



VALVE FOR CONTROLLING AIR SUPPLY IN GAS ENGINE.

pipe across the diameter, the circular disk of brass put in place and the split wire shoved through the holes and onto the disk. A $\frac{1}{8}$ -inch wire is then driven into a hole drilled through the stem, as shown, which locks the parts together and forms a lever for attaching a spring and the connection wire, if desired.

PNEUMATIC GRAIN ELEVATORS IN EUROPE

Of the 24 floating grain elevators in the port of Hamburg, Germany for transferring grain from vessels to elevators or warehouses, 19 are of the pneumatic suction type. Local stevedores have control of the grain handling of the port and these

cats, 95,000 bushels of corn and 5,000 bushels of rye. The photographs were taken for the "American Grain Trade" on a cloudy day, but the heavy ice formation is well shown.

NEW CROP IMPROVEMENT COMMITTEE OF COUNCIL OF GRAIN EXCHANGES

President J. C. Murray, of the Council of Grain Exchanges, has appointed the following Crop Im-

Minnesota annex of the Armour Grain Company's plant was completely destroyed, together with a million bushels of grain of which wheat comprised the greater part.

The fire was practically coincident with the beginning of the coldest spell of winter weather yet encountered, and high Northwest winds imperiled the valuable surrounding property.

Located at the extreme north end of what is known as Goose Island, between the Chicago River and the many yard tracks of the Chicago, Milwaukee and St. Paul Railroad, it was practically the first of a chain of large elevators and relatively close to them. Not only were these in danger, but carriers on the river had to have all the attention possible from the fire department.

The fire, reported to have started in the engine room at 9:40 p. m., was discovered by the engineer, and an alarm by the night watchman soon brought several fire companies to the scene. The fire was soon apparently under control, but the high winds, several explosions of steaming grain and gases and consequent scattering of burning grain soon spread the flames with increased rapidity.

The extreme cold had frozen a number of the water mains and thus put an insurmountable handicap on the fire engines, and only after the fire tugs arrived could any effective stream reach beyond the third story. Again, access to the fire and handling of the apparatus proved difficult on account of the strings of grain cars.

The building rose to a height of eight stories, with several three-story additions, and was valued with its contents at something over \$1,000,000.

On account of the frequent explosions, working inside the elevator was extremely hazardous, and after repeated attempts to make a stand the firemen were forced to leave the building. Scarcely had they done so when the walls facing the river gave way, scattering sparks and burning timbers on the fire and freight boats and being carried hundreds of feet by the wind.

The illustrations, taken early the following day, show the veritable ice palace which had been formed. Grain on the inside was still burning furiously, but could not be effectually reached be-



THE MINNESOTA ELEVATOR ANNEX A FEW HOURS AFTER THE FIRE



ANOTHER VIEW SHOWING THE ICE FORMATION ON THE RUINS

provement Committee for the Council: Frank B. Rice, Chicago, chairman; G. A. Wegener, Chicago, vice-chairman; C. A. Brown, Minneapolis; E. F. Westbrook, Omaha; E. G. Broenniman, New York; N. L. Moffitt, St. Louis; H. L. Goemann, Toledo; W. A. Hottensen, Milwaukee; F. A. McLellan, Buffalo; G. A. Aylesworth, Kansas City; W. O. Mitch-

hire the pneumatic elevators at an average of 21.42 cents per ton. The elevators have a capacity of 200 to 227 tons of grain per hour, and as four or five can be put to work at the same time, a vessel carrying 8000 tons can be unloaded and the grain weighed in a 12-hour day. It is said that the actual operating cost is 9.52 cents per ton.

The machinery consists of two large double-acting vertical air pumps, directly coupled to a set of compound surface-condensing engines of about 300 horsepower, fitted into a pontoon or vessel solidly constructed of steel. Four suction pipes lead from an elevated cylindrical cannister to the hold of the vessel, the air in the cannister being exhausted through a large suction pipe. In the cannister automatic scales and electrically driven dust traps are placed.

The port of Antwerp, Belgium, has two municipal pneumatic elevators, and in August, 1913, appropriated \$306,870 for four more. No estimate of the cost of operating has been made, but the work of the elevators is satisfactory.

At Rotterdam, Holland, the leading grain elevator firm operates 16 floating elevators. Their capacity varies from 150 to 225 tons per hour. The cost of handling depends on the price of labor and coal as it takes 15 men to operate each elevator and 11 pounds of coal per ton of grain elevated.

In England, pneumatic elevators are in use at practically all the ports and are regarded as very successful. At Manchester the pneumatic system is used in conjunction with the marine bag or bucket system and is of great service as an auxiliary.

STUDY IN RAPID GROWTH OF CORN

While it is often said that it took so long to complete a certain elevator; that it took so long for this or that wheat to mature, still figures are always of interest and to say the least surprising when a growth is studied. None of our principal economic plants can surpass or even equal the corn plant in its rate of growth, says the *Breeders' Gazette*, yet few can tell of its daily and seasonal growth. With this object a table was prepared from a study made on a southern Wisconsin farm, corn being grown in clay-loam, and field sloping slightly towards the east.

Date.	Height.	Growth.	Daily.
July 2.....	7 ft. 2 in.	1 ft. 2 in.	0.4 in.
July 12.....	2 ft. 6 in.	1 ft. 4 in.	1.6 in.
July 22.....	3 ft. 6 in.	1 ft. 0 in.	1.2 in.
Aug. 2.....	5 ft. 4 in.	1 ft. 10 in.	2.0 in.
Aug. 12.....	7 ft. 4 in.	2 ft. 0 in.	2.4 in.
Aug. 20.....	8 ft. 2 in.	0 ft. 10 in.	1.2 in.

Few would believe without actual measurements that the corn plant grows at such a rapid rate as these figures indicate. The above shows that the corn plant makes by far its greatest daily growth during the latter part of July and the first part of August. From July 22 till August 12 it grew on an average of 2.2 inches every day. In general the rate of growth seems to increase daily till the first part of August is reached; then it decreases gradually until the plant reaches maturity.

RUSSIAN GRAIN TO BE SOLD ON ANALYSIS

English receivers of Russian grain have received so many complaints of extraneous matter contained in it, that attempts are being made to introduce a "clean terms clause" in every contract, similar to the one adopted for the Indian trade. Samples showing 5 to 6 per cent admixture have been followed by delivery with 15 to 17 per cent of dirt and other grain than that contracted for, and the amount awarded at arbitration in all cases has been inadequate.

Recently at a conference with Russian shippers a clause was proposed for wheat contracts, but it was not acceptable to the Russians, as the bulk of the wheat is bought hundreds of miles up country and it cannot be analyzed before it comes down to the port. The clause suggested is as follows:

Dirt allowed, nil; up to 2 per cent to be allowed for at contract price; over 2 per cent to be allowed for at double contract price. Seeds and cockle allowed, nil; up to 3 per cent to be allowed for at 75 per cent of contract price; over 3 per cent to be allowed for at contract price. Rye, oats, barley and other farinaceous grain, up to 2 per cent to be free of allowance; over 2 per cent to be allowed for at half contract price.

This clause has been accepted by one large Russian shipper and there seem to have been no hardships imposed under its terms. The shippers at the conference, however, asserted that the difference in

price which would have to be asked would kill the trade with Russia, but English millers assert that Russian wheat would be cheaper under the contract, even at an advance of one shilling six pence per quarter, than it is at present.

When the clean terms clause was first suggested for the Indian trade, the same objections were raised and the same predictions of dire calamity were made as the Russians are now indulging in, but the result has been wholly satisfactory to all parties. The new system of inland bulk elevators in Russia will no doubt make it possible to adopt such a clause, or more probably, with the cleaning devices which will be installed, will make the contract unnecessary.

This agitation was at the instance of English

millers who have been the chief sufferers, but they are not alone, for the German, Dutch, Belgian, and French millers have all made similar attempts to regulate the analysis of Russian grain. To all, the answer has been made that the Russian farmers are too ignorant to understand the necessity for such a contract and they would have to be educated up to it. This is always the answer of those leaders who attempt to block any reform, whereas, as a matter of fact, the Russian farmers depend upon and follow blindly the lead of the big shippers, and would follow them in this just as they do in everything else. The shippers will have hard work in shifting the responsibility from their own shoulders, and when the pressure is great enough they will find that the farmers have been sufficiently educated.

OUR VISITORS

S. W. STRONG

Friends of the present administration all declare that President Wilson overlooked a good bet when making his diplomatic appointments. Down in Urbana, Ill., there exists potential ambassadorial timber of the highest quality in the modest and un-



assuming secretary of the Illinois Grain Dealers' Association, S. W. Strong.

Few will deny that the modern association secretary must possess all diplomatic qualities and a few more in addition, and in saying that Secretary Strong fits his position admirably no higher praise can be given. He is suave, genial, tactful and were we not afraid of being accused of a pun upon his home town, we would say "urbane" as well.

In the Nation's loss is the Illinois association's gain, however, and there are many who are selfish enough to rejoice that he has never had a chance to put on court dress, and hobnob with kings.

He has made a big collection of hardware—it being the custom of the mayors of the various cities where the association has convened from time to time to present the keys of the city. He also has the larger keys of Success, Friendship and Overcoming of Obstacles.

C. L. HOGLE

If Indianapolis should ever decide to establish a local Hall of Fame, one of the most prominent niches in it would be given to Cassius L. Hogle. No one doubts this for a moment. Even granted that some misguided or ignorant Commission should



overlook his credentials the people of Indianapolis would never abide by their decision. For Mr. Hogle is not only decidedly popular but he has a place in the annals of the city.

Of course, more than a little of his reputation was made since he became Indianapolis representative of the Invincible Grain Cleaner Company, Silver Creek, N. Y. Even before that date, however, he was busy stirring things up from the time he left his uncle's mill at New Palestine, Ind., through his career at De Pauw University and later in active business life.

Before he started selling machinery he was an expert stenographer and court reporter. The basic foundation for his fame was laid when he operated the first modern typewriter ever used in Indianapolis. This is surely enough to entitle him to a place among the Immortals, aside from his other qualifications.

WORK OF ST. LOUIS GRAIN CLUB

Unique in the trade is a little organization in St. Louis called "The Grain Club." It is composed of about one hundred and three heads of firms, or managers, and its purpose is to broaden the market's sphere of influence and to encourage among



E. L. WAGGONER
President, St. Louis Grain Club

its members, as well as among the country grain dealers, uniformity of practice and higher trade ethics.

The Club takes up this specific work—creates, reforms and corrects rules and practices. At the moment we are working for more and better grain crops, by the common sense method of helping to



F. W. SEELE
Vice-President, St. Louis Grain Club.

give some poor Missouri farmer boys a course at an agricultural college.

A committee composed of the following grain men: B. H. Lang, Robert Valier, C. A. Morton, R. P. Annan, Jr., N. L. Moffitt, E. C. Andrews, Maxwell Kennedy, are endeavoring to determine the type of wheat, corn, and oats best suited to the soil within a hundred mile zone of St. Louis; then,

co-operate with the dealers and farmers in securing the right seed and keeping it pure.

There is under consideration an innovation in terminal markets—a department that will virtually be a clearing house for sales of car lots of grain, which would greatly simplify and facilitate this trade.

An effort is being made to dispel the mystery existing in the public mind about the workings of Grain Exchanges, to get the country and men in other lines of business to understand the economy of the co-operative facilities of such Associations, which enables them to handle an enormous volume

of grain at an expense approximating the lowest percentage in the world's commerce.

At the annual election January 27, 1914, E. L. Waggoner of the W. L. Green Commission Company was elected president, F. W. Seele of Seele Bros. Grain Company vice-president, and Thomas K. Martin of the Graham & Martin Grain Company re-elected secretary.

A hammered sterling silver water service was presented to Mr. Martin in appreciation of his untiring work in the interests of the grain trade and his services as secretary of the club since it was organized.

The Old Man Calls a Turn

The Anti-Option Bill Is Introduced Into the Grocery Store Legislature—The Old Man Tells the Farmers Why They Would Lose if It Passed—He Shows Up Jim Botts and the Reason He Wanted the Law Passed

By WAT PENN



THE OLD MAN picked out a cigar from his favorite box and then turned toward the group around the stove.

"What we need is a law to stop this speculating in grain," Jim Botts was declaring. "This is the way it works: Some young feller who inherited more money than sense thinks he will make a killing and starts selling corn or wheat. He doesn't own any, y'understand, but he sells it anyway. Well he sells so much that the price tumbles, and instead of getting a fair return on our crop, we get left."

"That's right, Jim, speculating is gambling, and gambling is an abomination before the Lord," asserted gray-bearded old Deacon Waterbury, who as usual had selected the seat nearest the fire.

"Well, Deacon," Jim answered. "I ain't concerned so much with the gambling, but what makes me mad is that us farmers have got to be everlastingly lambasted by any young fool who has money. We always get the worst of it and the only way to stop it is to put a tax on every bushel of wheat that is sold when there ain't no wheat to sell."

The Old Man paid for his tobacco and came over to the group.

"Jim," he said, "if there're ever two sides to a question you always pick the wrong one, don't you? Maybe you know how to grow corn, but when it comes to selling it, you're a boob."

"Do you mean to say that you think speculating is right and fair?" Jim asked in astonishment.

"Well, it depends on what you call speculating," the Old Man answered, as he lighted his weed and sat down on a cracker box. "If you mean buying or selling grain for future delivery as a hedge, without having any of it on hand at the time, I think it is not only right and fair, but the best thing that ever happened for the farmers."

"But it's gambling," put in the Deacon.

"Your wife does up a lot of preserves in summer, Deacon, for her boarding house. She comes down here to the store and tells Ed that she will want a barrel of sugar in a week or two, and asks him how much it will be. He tells her, and virtually makes the sale then and there, although he may not have a barrel of sugar in the house. Is that gambling? A salesman comes in here in the summer and sells Ed canned peaches for the winter. He hasn't got the peaches when he makes the sale, they aren't ripe yet. Is that gambling? Maybe it is, but if you are going to stop buying futures in grain, you ought to stop it in sugar and canned peaches, too."

"But how does it help the farmer?" Jim asked incredulously.

"Well, it's this way," the Old Man answered. "You have a car of wheat and write to some broker for a price. He gives it and you send along your wheat. In the meantime that broker sells a car of wheat, or hedges, as they call it. If the market goes down, he can buy in more wheat to cover the sale he has made on your car. If it goes up he sells your wheat at a profit and buys more to protect the car he has sold. If he didn't buy those options, or hedge, he wouldn't dare buy your car of wheat unless he had a customer all lined up for it, or else he would only give you enough for it so that he would be entirely protected from any fluctuation in the market. Instead of doing a business on a 3 or 4-cent margin he would have 12 or 15 cents, which would come out of your pocket. Now if that is what you want to happen, just write to Congressman Longhead and tell him to vote for the Anti-option Bill."

"Well, nobody could corner the market, anyway," Jim said.

"Couldn't they?" the Old Man answered. "It would be perpetually cornered, only instead of hoisting the price as a corner does now, it would lower it."

"How do you figure that out?" Jim asked.

"The only people who could buy large quantities of grain in the fall would be the big elevators. They would dictate the price and it would be mighty low. By spring the big elevators would own practically all the wheat that wasn't held on the farms. No one would buy it except for actual use and there would be no control over what was asked or what was paid for grain. That's the actual condition you would have."

"But a man could sell short and depress prices," one of the group suggested.

"He wouldn't dare to do it now," the Old Man said. "Years ago, when we had more grain than we could use, it was a common practice, but now all the crop is practically cleaned up each year, and the time would come when the short seller would have to make deliveries. There would be no excess grain for him to buy and he would get squeezed into a jelly. No, sir! Free buying and selling of futures keeps the price steady, it creates a large consumption of grain and is the best thing for the farmer. By the way, Jim," the Old Man continued. "I understand you took a little flyer in corn yourself with that huckeshop over in St. Elmo. How did you come out?"

"Well, I don't know how you learned about it, but I lost the price of a good team," Jim said sheepishly.

"I thought so," said the Old Man.

It is announced that a large steel-hull towboat will be built in Evansville, Ind., by an Indiana grain dealer. This will be used in towing grain on the lower Ohio and Wabash Rivers.

Indiana Grain Men at Indianapolis

Large Turnout and Much Enthusiasm at Midwinter Meeting—Methods of County Agents Criticised—Elevator Accounting—Interesting Discussions on Live Topics—New Officers Elected

THE mid-winter meeting of the Indiana Grain Dealers' Association, which was held at the Board of Trade, Indianapolis, January 21 and 22, was one of the best that this energetic body has ever held. President Charles A. Ashpaugh made a strenuous attempt to call the meeting at 1:30 p. m., the stipulated hour, and succeeded better than is usual at such meetings. After a few words of greeting he called upon Vice-President H. H. Deam, of Bluffton, Ind., who delivered the address of welcome on behalf of the officers and Board of Managers of the Association.

GREETING FROM THE OFFICERS

Mr. Deam spoke of the value of associations to men engaged in any business or line of work; lines of trade are better and men are more efficient because of associations. To this end the modern means of communication have contributed largely, and he spoke of the former isolation of men and neighborhoods, and of the present conditions where dealers know everyone in their line of business. If the dealer does not know the men with whom he does business, if he thinks he has not time to attend such meetings as this, he becomes a mere machine in his work and loses in the end.

Mr. Deam further said that it was up to the country shippers to meet the terminal market men. The idea prevails among a great many that the terminal market men try to get the best of the small elevators, but at these conventions we rub elbows and become better acquainted, and learn that the terminals have their own problems and that their path is no more strewn with roses than that of the shipper. His greeting on behalf of the officers was sincere and much appreciated.

D. L. Brookie, of Frankfort, was called upon to respond on behalf of the country shippers, and though not prepared, he talked to good purpose. He said that some seven years ago, before he went into the grain business, he had thought of grain dealers as a set of thieves, but he had found them, without exception, the most honorable men in business he had ever known. It was necessary that they should be so, from the standpoint of policy if not from sentiment, for if they deviate in the least from the proper course they are censured by the farmers and squeezed by the terminal men. He spoke of the good done by the Association and its officers, and then of the losses on the present crop, and said that though the officers have done much they cannot control the weather, the markets, nor the Government. He extended to the officials on behalf of the shippers, a high appreciation of the honest endeavors in their behalf.

Percy Goodrich, of Winchester, also spoke for the shippers, paying his compliments to the terminal markets, and pointing out how necessary it was to keep the farmers informed as to the narrow margin of profit on which their grain was handled. "The farmer," he stated, "pays less to get his goods to market than those in any other industry." He also showed that the profits in the grain business, even in a good year, are less on the capital invested than in any line of work.

P. S. Goodman, of Chicago, represented the terminal market in his response. As usual, his brief talk was to the point and of great interest. He said that shippers and receivers alike are creatures of a larger market whose control was beyond the power of any one man or set of men. Speaking at some length on the effect of the new tariff on the grain trade, he said that the farmers had been insistent in demanding the law and that now they would reap where they had sown. In adapting themselves to the new conditions which had been forced upon the trade, the terminal market men were in the same difficulties as the country merchants. The American grain business, he pointed out, had suddenly been converted into a world business, and the results

could not be foretold. We were witnessing the phenomenon of a country, producing a comparatively insignificant amount of corn, setting the price on our great production of 2,500,000,000 bushels.

Fred E. Pond, secretary of the Buffalo, N. Y., Corn Exchange, gave a talk in which he presented the greetings of the Buffalo market.

G. B. Ballard, of Louisville, Ky., in responding for his market, protested that, as he only dealt in wheat and the discussion was largely on corn, he did not have anything of particular interest to the delegates. But he welcomed the opportunity of making a suggestion to the shippers to the effect that they should mail the certificate of weight with their invoice. He said it was so difficult to get the railroads to accept claims that his firm had refused to file claims for shippers unless the claims were accompanied with certificates of weight.

Responding to Mr. Brookie's suggestion that a



PRESIDENT H. H. DEAM
Bluffton, Ind.

bill of lading was virtually a certificate of weight, Mr. Ballard stated that this was true theoretically, but not in practice, and that it was much safer to have the certificate.

PRESIDENT ASHPAUGH'S ADDRESS

Charles A. Ashpaugh then presented his address, which was short, but contained a wealth of suggestion for thought and discussion. He said in part:

Recently, I was in the office of W. M. Hopkins, traffic manager of the Chicago Board of Trade, and he called my attention to laws that had been upon the statute books for years, that were pertinent to the grain business, and which, it seems, have been wholly overlooked by the grain trade. It remained for Mr. Hopkins to make this discovery and to call the attention of the grain trade to it.

Our Mr. Riley has made some discoveries in our own state, of bills proposed for enactment into law, which if they had become law would have worked a great hardship upon the grain trade. Of this he has sent you notice.

If we can succeed in getting these men, and others, to tell us what they have found out about the grain business, we will know more clearly how we have been dealt with in a legislative way; and whether the U. S. grades of corn, as promulgated by the Department of Agriculture, apply to the bulk of commercial corn in its natural state; and whether we have received proper recognition from grain carriers as to suitable cars for the safe transportation of grain in bulk from loading station; as to whether carriers decline to ascertain for themselves the quantity of grain tendered for transportation at point of shipment, and give a receipt for same; as to whether carriers deny responsibility for the delivery of a like quantity of grain at destination.

Conditions at this time conspire to compel grain men

to take an interest in the Association. To this end I trust all will be free to express themselves, and may a spirit of fairness and justice pervade our every deliberation.

It has been suggested that Congress will give very respectful attention, both for and against proposed laws, provided facts are presented, but any semblance of subterfuge will militate against those who attempt it. If our efforts are directed along the line of justice, I feel we need have no fear as to results.

SECRETARY RILEY'S REPORT

Secretary Charles B. Riley reported cash on hand January 15, 1914, \$1,499.78, with no liabilities whatever. The membership at the same date was 314 against 301 reported in June, 1913. Continuing his report he said in part:

It is my pleasure to report our Claims Department in a healthy condition. We have filed in all 479 claims with the different carriers, and up to this time have collected 329, with 70 declined and 80 under investigation.

The number of claims declined during the past few months have been augmented by reason of a ruling of the U. S. Supreme Court, that claims not filed within four months are illegal because of the provisions of the bill of lading to that effect.

When this decision of the Court was rendered last April, we sent to our entire membership a notice of it and urged them to be careful to file their claims inside of the four months, but many failed and we have had a great many claims tendered us for filing that were barred under that rule, so we again urge upon you the importance of filing your claims within the time limit.

We want to urge upon you the importance of placing all of your freight claims with our Claims Department for collection; you will find it pays you, as we follow them up and otherwise invoke all the power and skill we possibly can in their collection. We have collected many claims that were previously rejected by carriers, but it is not quite fair to the Department that we be given only that class of claims.

The Board of Managers recently recommended to our Department, that in the future only such claims be accepted for filing as had never previously been filed, subject to certain exceptions as to newly discovered evidence, etc. We want to serve our people to their best interest and we feel it is to their interest to file all their claims with the Department, as many now do.

Elevators and Storage Houses.

During the past year the question of storage of grain has been one of considerable interest to the trade, as the Public Service Commission of Indiana was given jurisdiction of elevators, warehouses, etc., that perform such service.

I am advised that a great many dealers who formerly stored grain for their customers have abandoned the practice, and a few qualified as storage houses, under the law, while others have elected to disregard the law entirely upon the theory that it does not apply to them.

The Public Service Commission has been so overwhelmed with its new duties, that this feature of their work has not received the attention contemplated by the law, but doubtless it will be only a question of time until the subject will receive the attention of the Commission and the law administered as contemplated.

Corn Grades.

It is unnecessary for me to say anything about the grades of corn. In addition to all other information you have on the subject you have the little bulletin from the secretary's office of the date of January 12, which covers the whole subject, giving the standards and rules as promulgated.

Arbitration.

Since my last report we have had two cases before the Arbitration Committee, each of which was properly submitted, tried, award rendered and paid.

One application for arbitration is now on file and has been for some months. The respondents have asked for time in which to prepare their defense. This was granted, but there has been an unusual amount of time consumed and we have been urging a compliance with the rules. We still hope to consummate the matter without submitting it to the Board of Managers for action, and by the indulgence of the petitioner we will make further effort, though not for long, as there seems to be but little justification for so much delay.

Some years ago, one of the Grain Exchanges of the country tendered a proposition to this Association, to the effect that any member of the Association who had a trade difference and controversy with a member of that Exchange, could have such controversy arbitrated before the Arbitration Committee of such Exchange, provided this Association would adopt a reciprocal rule, to the effect that upon demand of a member of such Exchange upon member of this Association, such member should be required to arbitrate before the Committee of such Exchange. This proposition was not approved by this Association for the reason, that the reciprocal relations were all based upon the condition that the controversies should be arbitrated only before the one Committee, viz., the Committee of the Exchange.

In view of the fact that this Association now has a complete arbitration system, and recognizes the national trade rules, as controlling transactions, when not otherwise provided for by contract, it has been suggested

that the Association might now take up and consider the question, for the purpose of determining whether or not some reciprocal arrangements can be made that will be reciprocal indeed, such as to permit members of such Exchanges to invoke the powers of the Arbitration Committee of this Association, in exchange for similar privileges with reference to the Arbitration Committees of such Exchanges.

I have no recommendations to make, and submit the matter only for your consideration.

LEGISLATIVE COMMITTEE REPORT

Chairman A. E. Reynolds of the Legislative Committee, being on his way to Florida, submitted a report in a letter addressed to the secretary. It was in part as follows:

By request of the Secretary of Agriculture, the Legislative Committee of the Grain Dealers' National Association is working on a bill looking toward Government supervision of the grading of grain under the standards, as soon as adopted by the Department. The Secretary evinces a very earnest desire to co-operate with the grain dealers in getting a bill that will, as nearly as possible, coincide with the best interests of the grain shippers. Your Committee feels encouraged over the attitude of the Secretary and believes that it will get along very much better than it did with the previous head of the Agricultural Department.

There have already been sixteen measures introduced looking toward the abolishing or regulating of the future trading in grain.

I have thoroughly in hand all legislative matters of interest to the grain trade such as the bills above referred to, and also the Bill of Lading matter, which covers the whole scope of collection of railroad claims for loss in transit, deterioration, shrinkage and all other matters comprehended in the Bill of Lading matter. We also have in mind a law for the correction of the evils made manifest by the Henderson Elevator case.

I would be very glad to have you report to the Association that legislative matters are in excellent condition, and we believe, as above stated, that we will be able to work in harmony and close co-operation with the present Department of Agriculture.

Bert A. Boyd, treasurer of the Association, made a brief report and the Auditing Committee verified it in complimentary terms.

President Ashpaugh appointed a Resolutions Committee consisting of A. F. Files, Indianapolis; O. J. Thompson, Kokomo; William Bosley, Milroy; John Morrow, Wabash; and John Shine, New Albany; and also a Nominating Committee, consisting of P. E. Goodrich, Winchester; A. E. Betts, Frankfort; Bennett Taylor, Lafayette; George Shoemaker, Greenburg; and Frank A. Witt, Indianapolis.

TENDENCIES OF POPULAR GOVERNMENT

J. Ralph Pickell, of Chicago, delivered an interesting address in which he called attention to the intemperate spasm of reform which is agitating legislative bodies today. In regard to its application to the grain trade, he said in part:

Only a short time ago in the United States Senate two distinguished statesmen, one from Iowa and the other from Arkansas, proposed and defended measures which they declared were to tax out of business speculation in grain products, a business which has been declared entirely legal by the United States Supreme Court and by the state courts upon numerous occasions—a precedent which, if established in this country, would become as autocratic in its operation as a decree issued by the Czar of Russia for wholesale destruction of life and property. Another tyrannical tendency of popular government.

Where will this tyranny end if the government of these United States uses the taxing power of the Nation to destroy legitimate business? If it is wrong to speculate in grain, and I do not believe it, then prohibit it by law; but let us not meekly submit to the tyranny of taxation which may become a weapon of direful destruction to legitimate business interests in the hands of unscrupulous politicians. * * *

THE FIRE MARSHAL'S DEPARTMENT

W. E. Longley, Indiana State Fire Marshal, gave an interesting paper on fire losses, causes and prevention, in which he gave many startling statistics and much common-sense advice. As the matter related largely to congested districts of the large cities and but incidentally to elevators or grain, we refrain from printing it in this brief report, although the lessons of prevention it emphasizes are important.

ELEVATOR BOOKKEEPING

George C. Bosley, of Indianapolis, gave an interesting address on elevator accounting, and its importance in determining exact knowledge of costs, without which losses or profits could not be determined with any accuracy. Among the costs he mentioned labor, insurance, interest on investment, taxes, depreciation on buildings and equipment, re-

pairs, supplies, power, light, heat, telegraph and telephone, traveling, weights and inspection at the terminals, commission. All of these must come out of the three or five-cent margin that is allowed for handling grain. But another, and sometimes more important, factor must also be considered—losses in elevator shrinkage, terminal shrinkage, failure to grade, and bad accounts.

He then proceeded to show in a general way how all of these items should be taken care of, and ended with a schedule of the good results which should follow in the course of a complete and accurate record of accounts. It was unfortunate that the address was not earlier on the program, as it was one of the most important of the session.

GENERAL DISCUSSION

The general discussion was opened by brief talks from S. W. Strong, secretary of the Illinois Grain Dealers' Association, and Secretary Joseph W. McCord, of the Ohio Grain Dealers. Secretary Strong told of the results in obtaining claims for losses in Illinois. He said that, through the influence of the association of shippers, the railroads had come to recognize claims as valid assets of the shippers. A claim should be accompanied by an affidavit of the load, a statement of the paid expenses, certificate of outturn, certificate of car condition, and the certificate of weight. All of these are important, but the only essential thing, and upon which alone many claims in Illinois have been collected, is the affidavit.

He laid stress on the fact that no product is handled more honestly and fairly than grain. The carriers should furnish adequate and proper equipment for the handling of grain. Many commodities have special equipment, such as meat, fruit, eggs, etc., but for grain, which is the most profitable of all for the railroads to handle, no provision is made, and any old car is deemed good enough. He said that shippers should call attention to the fact that new corn is perishable freight and insist on quick delivery. In every case of loss by weight or condition, the claims should be enforced. He said the freight rates are supposed to be high enough to cover losses, and paid a tribute to the work of the claims department of the Association, bespeaking for it the hearty support of all the members.

J. W. McCord, secretary of the Ohio Grain Dealers' Association, made a very pleasing address in which he spoke of the work of the collection of claims in Ohio, and also of grain dealers' insurance. The new corn grades and the way they will be dealt with in Ohio was discussed at some length, and he stated that much of the corn would go to market "cool and sweet," without grade, as it had in the past.

John W. Snyder, of Baltimore, called attention to an incongruity in the general rules of the new corn grades in which grade No. 4 may include ½ per cent of mahogany corn, and No. 5 may have 1 per cent, while the rules state that "the corn in grades No. 1 to No. 5, inclusive, must be sweet." He said that corn which was in a condition to burn even ½ per cent could not be sweet, and that the Department of Agriculture would have to be governed by the rule of reason in the administering of the grades.

C. B. Jenkins, of Noblesville, spoke optimistically of the effects of the new grades and stated that grain should be graded as received at the elevator and that poor grain should be discriminated against.

E. E. Elliott, of Flora, asked how corn could be tested as it came in load by load, and said his faith in moisture testers had been shaken after his experience in which the same grain on different tests had varied from 18.6 to 19.6 per cent of moisture.

A discussion of some length on the methods of testing corn took place, after which the interest again centered on claims and the various causes of loss and damage. H. H. Deam, J. A. A. Geidel, of Pittsburgh, G. B. Ballard and S. W. Strong gave personal anecdotes of shipments that went wrong and upon which claims were collected.

W. A. Somers started a noise which echoed

throughout the rest of the convention when he mentioned the fact that a county agent was assisting the farmers in organizing a shippers' association. Considerable talk developed along this line till the session was adjourned.

THURSDAY MORNING SESSION

At the opening of the morning session Secretary Riley suggested that large cards be printed, giving the new corn grades and comment for the education of farmers, these cards to be distributed to all the elevators of the state.

P. E. Goodrich endorsed this suggestion and pointed out the importance of impressing farmers with the fact that the new grades were promulgated by the Government and not by the grain dealers. He then spoke in defense of the county agent and said that the grain men should help and advise them to prevent mistakes. He said the agents were entitled to the strongest support, as the benefits which they bring to the farmers will come directly to the elevators.

E. E. Elliott suggested that the receivers should keep the shippers advised as to discounts. G. L. Stebbins, of Chicago, answered this by saying that the discounts change, sometimes several times during the course of a day and that it would be impossible to send advice on every variation. But he spoke of the daily letter which many houses issue and which would be sent for the asking to every shipper. By following these daily bulletins the shippers could keep informed. If the shippers desired to have the moisture percentages corresponding to the discounts he had no doubt but that these would be added. He pointed out, however, that moisture was not the only criterion for the discounts, as much corn had come to market that would grade No. 4 or even No. 3, according to moisture, but that was so badly damaged it would not grade.

E. Hutchinson, of Arlington, called a turn on the dealers when he asked why the farmers should be expected to take an interest in improving the condition of their corn when the country dealers habitually bought corn as "corn," without reference to grade, thereby putting a premium on slovenly methods on the farm.

A. H. Flannagan, of Crawfordsville, gave a warning that after July the elevator that buys corn as "corn" will not make money; that it will be necessary to buy on grade, and that it is due to the careful farmer that good farming methods should be rewarded with a concession in price.

There was considerable discussion on the ways in which grades could be made at the elevator, Messrs. Hutchinson, Morrison, and A. F. Files contributing. The latter showed a method that had been worked out with weight per bushel and its corresponding moisture test. Each crop would have to be tested and there would be differences at the various seasons, but so far as tested it had seemed to work fairly satisfactorily.

O. J. Thompson stated that the grades were more or less theoretical at best, and said the farmers should not be made to suffer on account of the weather by having their corn refused because it would not grade. All corn should be handled at some price to give the farmer a return for his year's work.

Bennett Taylor spoke for wider education among the farmers, and John W. Snyder showed by recent history how helpless the most careful farmer some times is, in the face of adverse weather conditions.

C. A. Pricer gave an interesting account of how corn is handled at his station, Mahomet, Ill., and Mr. Riley quoted B. B. Minor, who in the course of 10 years had handled 2,500,000 bushels of corn at a cost of 3.17 cents per bushel.

E. K. Sowash, of Middletown, struck a new note in the discussion. Hitherto nearly every speaker had spoken of losses in handling the corn crop. Mr. Sowash stated that in his county, Henry, they had had the best corn crop in years; on November 8 he had shipped four cars that tested 18.4 per cent moisture. He told how this had been accomplished in three years through boys' corn clubs and the encouragement given to the farmers by the elevators

which paid for corn what it was worth. The farmers reaped the benefit of the improvement in the crop.

THE NEW OFFICERS

The Committee on Nominations submitted their report which was adopted, and the secretary cast a unanimous ballot for the following officers: President, H. H. Deam, Bluffton; vice-president, D. C. Moore, Waynetown; Board of Managers, J. H. Morrow, Wabash, and Frank Kelley, Lafayette.

ADDRESS OF G. I. CHRISTIE

Professor George I. Christie, of Purdue University, was on the printed program for an address on "Vocational Education," but when called upon, he stated that he was not prepared to give, nor were the delegates in the humor to hear an address on that subject, and that he intended speaking about something which they were interested in. Mr. Christie is a very forceful speaker, and rapidly gained the sympathy of his audience. In passing, he said that the new vocational law of Indiana was one of the finest that had ever been placed on the statute books of the state, as it gave the widest possible latitude for all branches of useful education.

He then launched into the read subject of his discourse, which was county agent work. This was in response to the numerous criticisms which had been made of the methods of agents in some counties. Mr. Christie convinced the majority of his hearers that those agents who had made mistakes and had alienated the elevators in their counties, did so independently of any suggestion from Purdue University, and he assured his hearers that the University would not encourage or countenance such methods; that it was with the dealers from first to last.

He then showed in detail what great results had been attained by the county agents in standardizing crops, and how the quality and quantity had been improved under their guidance. He outlined the plan of the corn contest, and showed how it was to the advantage of every elevator to lend its assistance and advice in furthering this work.

William Hirschy, representing J. C. Shaffer & Co., of Chicago, had an interesting line of samples of corn, which were private samples belonging to E. H. Bingham, Western representatives of Parker and Graff, of New York. Mr. Hirschy in a short, but interesting talk, told what the different samples represented. They included corn from Argentina, Roumania, South and East Africa, the Danube, East India, Brazil, and Argentine corn grown in Cook county, Ill.

An interesting paper by F. C. Maegly, assistant general traffic manager of the Santa Fe Railroad, was read in part by Richard Pride of the "American Elevator and Grain Trade," as Mr. Maegly could not be present in person. The paper dealt with the various uses and abuses of grain weighing systems at elevators and on track. He presented a plan of having the whole subject of weights of commodities for interstate shipment under a national committee and suggested as the logical chairman of such a committee H. A. Foss, weighmaster of the Chicago Board of Trade.

RESOLUTIONS

The Resolutions Committee submitted its report, which was adopted.

Claims.

Resolved, that we are pleased to refer to that part of the secretary's report covering the Claims Department, and to direct attention to the high efficiency shown in handling the work of this Department. The record of 70 per cent of all claims collected is remarkable and in itself recommends this Department of our Association.

Resolved, that we urge freer and more general use of this Department by our membership and others who desire to avail themselves of the benefits of this Department.

Obituary.

During the past year our Association has lost by death, one of its oldest members, James A. Wellington, of Anderson, Indiana. Mr. Wellington was a charter member of the Association and chairman of the first Committee on Constitution and By-Laws. He has been active in Association affairs ever since its organization.

Resolved, that in his death our Association feels the loss of a strong supporter and a good adviser; Therefore be it

Resolved, that this resolution be spread on the record and a copy sent to the bereaved family of the deceased.

Corn Grades.

Whereas, the new corn grades, promulgated by the U. S. Government are to become effective next July,

Resolved, that attention be called to the desirability of elevator men thoroughly familiarizing themselves with these grades and their effect, never losing sight of the fact that these are Government grades and not Board of Trade grades, under which corn has been handled up to this time.

Legislation.

Resolved, that we endorse the work of the Legislative Committee as reported and recommend the support of our membership in its future work.

Arbitration.

Resolved, that we recognize in the principle of arbitration, the best possible means of settlement of differences between grain dealers, and that this Association authorizes its Board of Managers to make such modifications in our arbitration rules as may be found advisable, to the end that settlement of differences not only between members of our Association, but between members of our Association and other associations may be more generally referred for arbitration.

The Tariff.

Whereas, tariff changes recently effective, have resulted in the admission of corn and wheat free of duty and a heavy reduction in the duty on oats, already large quantities of both cereals have been imported, materially disturbing marketing conditions. Be it

Resolved, that we recommend to the members of this Association a careful study of this situation, to the end that the new conditions may be properly met.

Membership.

Whereas, this Association is dependent upon its membership for its success and the greater the membership the greater efficiency of the Association. Therefore, be it

Resolved, That each member try and secure at least one new member for the Association during the ensuing year and thus assist in bringing the Association to the highest possible degree of usefulness.

Thanks.

Resolved, that the thanks of the members of the Indiana Grain Dealers' Association be extended to each of the speakers who have contributed so much to the success of the meeting.

Resolved, that the thanks of this Association be tendered to the Indianapolis Board of Trade for the use of their rooms for our meetings, and especially do we thank the Grain Committee of the Board of Trade in making the meeting a success and for the splendid entertainment provided for the evening of the twenty-first.

Resolved, that the thanks of the members of the Association be extended to the retiring officers, Mr. Chas. A. Ashpaugh, president, who has served the Association as president for 2½ years in a highly satisfactory manner, that being six months longer than any president has ever served, Mr. H. H. Deam, our vice-president, and the two retiring members of the Board of Managers, D. C. Moore of Waynetown, and E. K. Sowash of Middletown.

Resolved, that this Association endorses the educational work outlined by Mr. Christie, and advises hearty co-operation on the part of our members.

After the retiring and the new officers had been heard from in brief addresses the meeting was adjourned.

NOTES OF THE CONVENTION

Jordon & Co. passed out paper clips embellished with a picture of their elevator.

Bert A. Boyd had the expected assortment of tricks and souvenirs. The carnations were much appreciated, but the cigars, one in particular, seemed to be looked on with suspicion.

H. A. Foss, of Chicago, said he had heard nothing of the proposed National Commission on Weights, nor his name in connection with it. "But in any case," he said, "nothing doing."

The Kennedy Car Liner & Bag Company passed out a generous amount of literature, descriptive of their products, and the "Official Brown-Duvel Testers" were in evidence with a conspicuous sign.

John W. McCardle, of Terhune, who was scheduled to speak in response to the greeting of the officers, strolled into the secretary's office Thursday afternoon after the show was all over. He had the speech ready all right, and he said it was a good one, too, but he was just a day late. John says he must be growing old.

Not the least interesting part of the Convention was the entertainment which was carried out by the Grain Committee of the Indianapolis Board of Trade. Addresses were heard from Mayor Joseph E. Bell and former Mayor Harry R. Wallace, of Indianapolis. Music, recitations, and fancy dancing were also provided, but perhaps the most interesting part of all was the extemporaneous talks

by John W. Snyder, of Baltimore, C. B. Jenkins, of Nobleville, G. I. Christie, of Lafayette, S. W. Strong, Urbana, Ill., and the recitations of G. P. Shoemaker, of Greenburg.

THE COST OF MARKETING GRAIN

Many estimates of the cost of marketing grain have been made from time to time and have always been received with interest, for of course the subject is a vital one with grain dealers. A new compilation, one of the best which we have seen for some time, was prepared by Secretary Riddle and presented before the Tri-State Grain Producers' and Dealers' Association at a recent meeting. The estimate is as follows for a northwestern Ohio elevator, the property investment being \$7,500, the working capital \$4,000, 100,000 bushels being shipped annually, and the elevator being operated by steam power with a manager and one man:

Gross Earnings.

To working profit on 10,000 bushels wheat handled upon a 5-cent margin.....	\$ 500.00
To working profit on 40,000 bushels corn handled upon a 4-cent margin.....	1,600.00
To working profit on 40,000 bushels oats handled upon a 3-cent margin.....	1,200.00
To working profit on 10,000 bushels misc. handled upon a 5-cent margin.....	500.00

To total gross working profit upon the above business\$3,800.00

Operating Expenses.

By interest on property investment, \$7,500.00 at 6 per cent.....	\$ 450.00
By interest on working capital, \$4,000.00 at 6 per cent.....	240.00
By annual depreciation of building (20 year life) \$7,000.00 at 5 per cent.....	350.00
By annual running repairs of building and equipment	100.00
By annual scale inspection and repair service	25.00
By insurance on building and equipment, \$7,000.00 at 1½ per cent.....	122.50
By insurance on grain (10,000 bushels at 50 cents per bushel value) at 1½ per cent	87.50
By taxes on property, capital and stock (assessed at half) at 1 per cent.....	82.50
By fuel or power at \$15.00 per month....	180.00
By light at \$1.00 per month.....	12.00
By machinery oil, waste, etc.....	12.00
By labor (engineer or floor labor) at \$50.00 per month	600.00
By manager's service at \$75.00 per month	900.00
By cleaning, shrinkage, etc., wheat based 1 per cent, 10,000 bushels at 90 cents..	90.00
By cleaning, shrinkage, etc., corn, based ½ per cent, 40,000 bushels at 50 cents..	100.00
By cleaning, shrinkage, etc., oats, based ½ per cent, 40,000 bushels at 30 cents..	60.00
By cleaning, shrinkage, etc., misc., based 1 per cent, 10,000 bushels at 50 cents..	50.00
By collecting charges on drafts (100 cars at 25 cents each).....	25.00
By inspection and weighing charges (100 cars at 50 cents each).....	50.00
By selling commissions (100,000 bushels at ½ cent per bushel).....	500.00
By postage, stationery and supplies.....	30.00
By telephone rental at \$1.50 per month.	18.00
By telephone toll service (estimated \$6.00 per month)	72.00
By telegraph service, estimated \$3.00 per month	36.00
By trade papers	3.00
By national, state and local association dues	50.00
By traveling expenses, calling upon trade, conventions, etc.....	50.00
By total operating expenses upon the above basis	\$4,275.00

To deficiency at the end of year..... \$ 475.00

Newly completed and highly reliable statistics show the prevailing average business of the country elevator of northwestern Ohio, northeastern Indiana and southeastern Michigan to be 87,000 bushels per elevator. Northwestern Ohio's average is 104,210 bushels per elevator; 31 per cent of elevators of northwestern Ohio fall below 75,000 bushels.

A storage charge complaint has recently been registered against one of the elevator companies of Duluth. The claimant alleges that regulation rates plus an additional 2 cents per bushel were charged at Arndt, N. D. The charge is being investigated by the State Railroad Commission.

INDIANAPOLIS

INDIANAPOLIS is the capital and geographical and commercial center of one of our richest agricultural states. It has a population of about 270,000; is the largest inland city in the United States; is within fifty miles of the center of population of the United States, and reaches with its various retail markets a trading population of 1,500,000 people. This wide area is accessible through the most extensive electric interurban system in the United States. In 1912 over 249,000 passenger cars were handled at the Traction Terminal Station, in addition to 23,896 freight cars on the various electric roads. As a steam railroad center it takes high rank, 399,979 passenger cars being handled at the Union Station during the year. The Union Station is being remodeled extensively, and this work is to be completed about March 1 of this year, affording greater and better facilities for handling the crowds. The work of elevating railroad tracks in the city is being carried on in a systematic manner. A feature of Indianapolis that has attracted international attention to the city is the Indianapolis Motor Speedway. An interesting feature within a few miles of Indianapolis is Fort Benjamin Harrison. There has been established within the last two years on the outskirts of Indianapolis an industrial center known as Mars Hill, which affords especial advantages to manufacturing concerns. The large mileage of improved streets in Indianapolis, the fifteen public parks, the efficient school system and, with the improvements of the last few years, the efficient hotel accommodations, together with other advantages, makes the city justly proud of its development and its many progressive activities in civic and commercial fields.

The growth of Indianapolis as a grain market in the last ten years has been impressive, and out of all proportion to the relative increase in grain production and shipment in that territory. In 1902 the receipts were: Wheat, 1,707,500 bushels; corn, 5,979,250 bushels; oats, 1,387,500 bushels, and hay, 822 cars. In 1912 the figures show: Wheat, 2,932,000 bushels; corn, 19,654,000 bushels; oats, 8,641,500 bushels; hay, 1,793 cars, and flour made by local mills, 28,856 barrels, an increase in the ten years of from 80 to nearly 600 per cent. This activity in the grain trade has been due largely to the efficient work of the Board of Trade, and the recognition it has gained as an outlet for grain to consumers.

The Indianapolis Board of Trade was established June 9, 1882. The first officers were Fred P. Rush, president; A. D. Lynch, vice-president; Albert E. Fletcher, treasurer, and John G. Blake, secretary. Mr. Blake on last report was serving as Chaplain of the State Prison in Colorado, the others have answered the final roll call. Mr. Blake served until 1887, and was succeeded in the office of secretary by C. F. Holliday, 1887-88; Arthur Gillet, 1888-90; Jacob W. Smith, 1890-1909, and the present

secretary, William H. Howard, who began his term in 1909. There have been seven treasurers: A. E. Fletcher, three years; A. W. Ritzinger, one year; D. A. Richardson, three years; W. F. C. Golt, two years; John Osterman, ten years; Elmer E. Perry, four years, and Tom Oddy, nine years.

The present officers of the Board are: President, Bert A. Boyd, grain commission merchant, who served eight years on the Governing Committee and for one year as vice-president; vice-president, Adolph J. Meyer, president of the firm of A. J. Meyer & Co., Real Estate and Fire Insurance; secretary, William H. Howard; treasurer, Tom Oddy, of the old firm of Cooper and Oddy, which was dissolved in 1910, both members of the firm retiring from active commercial life at that time.



THE OLD CHAMBER OF COMMERCE BUILDING, INDIANAPOLIS
Home of the Indianapolis Board of Trade Until 1907, When It Moved to Its Own
Commodious and Up-to-date Building.

The first chief grain inspector was Edward Dunn, who served in that capacity for twenty years. He was followed by John Heiner, 1902-3; William Greiner, 1904-1912, and Samuel A. Holder, the present guardian of weights and grades. During the last year the Department inspected and graded 29,413,300 bushels of grain and 1,652 cars of hay, the total value of which was \$18,507,340. Preliminary inspection by deputies is made in the railroad yards, and final inspection under the personal supervision of Mr. Holder, is made in the completely equipped laboratories in the Board of Trade Building.

During the past year a new committee, known as the Railroad and Traffic Committee, was established, and R. R. Hargis was employed as traffic manager. It takes the place of the Transportation and Shipping Committee. To anyone familiar with the complexity of railroad tariffs and the constant changes that are taking place, the usefulness of such a committee is at once apparent.

Another innovation which was made last year was the publication of a daily grain bulletin, compiled and issued by Secretary Howard. It shows official prices at which grain and hay are sold in

the Indianapolis market during each day, the amount received, inspection reports, etc., and is of great assistance to local traders and those country shippers who receive it.

The Board of Trade, as can be implied from the list of officers, is not confined to grain dealers and those interested in allied pursuits, but comprises those in every business activity of the city. It has been active in the development of all the industries centering in Indianapolis, and has been, directly or indirectly, instrumental in securing many conventions and some permanent business to the city each year. It appropriates every year large sums for charitable and civic work and is an important factor in the life of the city.

The government of the Board is vested in a Governing Committee of 40 members, representing the various professional and industrial interests of the city. On this committee nine grain men or millers are represented, as follows: George H. Evans, assistant manager of the Evans Milling Company, whose term expires in 1914, is chairman of the Railroad and Traffic Committee, chairman of the Grain Discount Committee, and member of the House Committee; James M. Brafford, of the Hoosier Grain Company, whose term expires in 1915, is a member of the By-Laws Committee, the Grain Committee, and the Railroad and Traffic Committee; Frank A. Witt, grain dealer, whose term expires in 1916, is a member of the Grain Committee and the Grain Discount Committee; Edgar H. Evans, president and treasurer of the Acme-Evans Company, whose term expires in 1916, is chairman of the Industrial Education Committee, a member of the City

Interests Committee and the Grain Arbitration Committee; Horace E. Kinney, of the H. E. Kinney Grain Company, whose term expires in 1917, is chairman of the Communications Committee, a member of the Grain Committee and Grain Discount Committee; Harvey Mullins, vice-president of the Acme-Evans Company, whose term ends in 1917, is chairman of the Grain Committee, a member of the By-Laws Committee, the Grain Discount Committee, and the Flour Inspection Committee; Edward D. Evans, president of the Evans Milling Company, whose term expires in 1917, is chairman of the Grain Arbitration Committee and a member of the By-Laws Committee; Benjamin B. Minor, grain dealer, whose term also ends in 1917, is a member of the Arbitration Committee.

The Board of Trade has a mortuary provision in its Articles of Association, in which the beneficiary of a deceased member receives \$1,000, which is made up by a special assessment not to exceed \$2 to each member. During the past year \$16,249.75 was paid out by the Board to families of members who had died during that time. The proceeds from the sale of the membership certificates of deceased members is also given to the family or beneficiary.



LEADING GRAIN ELEVATORS AND MILLS OF INDIANAPOLIS

1—Hoosier Mills and Elevator, one of the two plants operated by the Acme-Evans Company; 2—National Elevator Company (Branch of American Hominy Company); 3—Indiana Elevator, Operated by Jordan & Co.; 4—Pearl Roller Mills, Operated by Wm. Rouse & Son; 5—Indianapolis Elevator Company.

The rules of the Board regulating the grain trade are strict and are in conformity with those of the other large markets. Every contingency in the trade is provided for and the strictest probity is assured every shipper. The rules for the marginal trades are particularly careful in their wording and guard against those very contingencies which have been the basis of the inimical legislation introduced into Congress, which is designed to tax out of existence all trading in futures. The grading of all kinds of grain and hay is also provided for in the rules as is the weighing of the grain as it comes to or is shipped out of the market. The complete data recorded on the blanks provided by the weighmaster and inspector, relative to condition of cars and seals, condition of grain, and weights, are accepted by all the railroads as evidence in claims against the carrier for loss or damage in transit.

The Department of Inspection and Weighing, for shippers at least, is the most important single feature of a terminal market, and in this respect Indianapolis is the peer of any market of its size in the country. The inspection of grain has been practiced since the market was established, but it was not until November, 1911, that official weighing was inaugurated, thereby completing the equipment for making Indianapolis a real terminal market.

With the installation of the weighing department, measures were taken to rehabilitate the inspection laboratory of the Board of Trade, and when Samuel A. Holder came to fill the position of chief inspector and weighmaster, he completed the remodeling and installation of the laboratory, until it was thoroughly equipped and has been kept up to date with the latest devices for speedy and accurate tests of grain. The Grain Committee of the Board of Trade employs the official scale inspectors of the Indiana Grain Dealers' Association to examine at regular intervals and test all scales used by the Weighing Department.

Mr. Holder assumed his official connection with the Board of Trade in June, 1912, after an experience of 20 years in grain inspection work. In 1897 he accepted a position with the Toledo Produce Exchange as deputy grain inspector under E. H. Culver, chief inspector. For the last five years before coming to Indianapolis he held the position of assistant chief inspector in the Toledo market.

In his capacity as chief weighmaster, Mr. Holder has supervision over all the Board of Trade official weighers. His department is under the jurisdiction of the Grain Committee, which is elected by the Governing Committee for a term of one year. The present members of the Grain Committee are: Harvey Mullins, chairman; Bert A. Boyd, Horace E. Kinney, James M. Brafford, E. Clifford Barrett, E. K. Shepperd, Frank A. Witt, Harry J. Berry and A. F. Files.

Bert A. Boyd, president of the Board of Trade and member of the Grain Committee, began his career in the grain business 29 years ago as mes-

senger boy in the office of Fred P. Rush, the first president of the Board. After seventeen years' service in this employ, in various capacities, he went into business for himself and last June was honored by his fellow members with the highest position in their power to bestow.

Until 1907 the Board of Trade occupied rooms in the old Chamber of Commerce Building which was an imposing edifice and one of the finest buildings in the state when first completed, but was long felt



BERT A. BOYD
President.

to be antiquated and outgrown before the new building was completed.

The new Indianapolis Board of Trade Building is on the corner of Meridian and Ohio Streets with a wide entrance from both streets leading to the central rotunda with its four elevators. The building is eight stories in height, of steel and concrete construction, and in every respect is complete and modern. The Board of Trade occupies practically the entire seventh floor. There is a comfortable lounging room which can be thrown into the banquet hall when necessary, almost doubling the area of that apartment. The secretary's offices, dining room, custodian's room, and the assembly hall occupy most of the remaining floor space. The latter room has a seating capacity of about 250 and is

much in demand for conventions and other meetings. The dining room has proved a very attractive feature for the Board of Trade. It is an unusually well-lighted room, windows opening out on Ohio street, extending along its entire length of 92 feet and other windows being on the other side of the room, looking out upon a well-lighted court. About two hundred persons patronize the dining room daily for the noon luncheon. The room also is used for banquets and assemblages in evenings.

The building is conveniently located, being almost in the center of the business activity of the city. It is directly opposite the Federal Building, and only a short block from the famous "Circle" with its imposing Soldiers' and Sailors' Monument.

So popular has membership in the Board of Trade become, that there is considerable talk of establishing a waiting list. The efficient work of the organization warrants the utmost confidence in its continued success and prosperity. At a recent sale of deceased members' stock, a price of \$12.50 a share was obtained for a number of shares, par-value of which is \$10. The price of \$12.50 was the highest that has been obtained for the stock.

The building occupied by the Board of Trade was erected on property that was leased by the Board, and \$200,000 of preferred stock was issued to be applied on the cost of the building, which was \$310,000. This stock has been retired at a rate of about \$12,000 a year, leaving a balance of \$118,000 now outstanding. In October, 1909, the Governing Committee decided to pay a 4 per cent dividend per annum on the common stock, which is held only by the members of the Board of Trade. Since that time the dividends have been increased to 6 per cent, and the advisability has been considered of increasing them to 8 per cent beginning June 1 of this year. The Board of Trade in addition to the dividends, appropriates out of the general fund sums sufficient to credit each member's account with \$8 per annum to be applied on the payment of mortuary assessments. This amounts to about \$4,000 a year.

THE ELEVATORS OF INDIANAPOLIS

Elevator A, the big plant of the Indianapolis Elevator Company, has one of the most convenient locations in the city. It is surrounded by railroads and every road entering the city has direct access to the yards of the plant without having to charge for switching. There are three miles of private track belonging to the company.

Elevator A is the only public elevator in Indianapolis. It was built in 1872, but has just completed improvements representing an outlay of \$25,000. It is of wood construction, reinforced with steel, much of the cost of the new improvements having gone to enlarge and strengthen the trackway through the building. There are 142 bins, having a capacity of from 1,000 to 6,000 bushels, with a total capacity of 500,000 bushels, and a transfer capacity



PANORAMIC VIEW OF THE BUSINESS DISTRICT OF INDIANAPOLIS. THE BOARD OF TRADE BUILDING IS

of 60 cars per day. There are four elevator legs, four 2,000-bushel hopper scales, and four loading spouts.

The elevating and transfer machinery is efficient and complete, designed to handle the grain in or out of the plant, or to transfer it from one bin to another, at a minimum loss of time and expense. It is



W. H. HOWARD
Secretary.

equipped with the Mayo System of distributing spouts.

Among the units of equipment within the house may be mentioned an Ellis Drier, with a capacity of 1,000 bushels per hour, Eureka Clipper for oats, two Invincible Cleaners, and a corn sheller. As can be inferred from the equipment, all kinds of grain are received. It is all handled in car lots, no wagon business being done.

The power is supplied by a 200-horsepower Corliss engine, and the elevator and yards are lighted by electricity, the power for which is received from the city plant. Plans are under way for increasing the capacity of this house to 1,000,000 bushels.

The two plants of the Acme-Evans Company consist of Mill "A", with a capacity of 1,800 barrels of flour per day, and Mill "B", a feed mill with a capacity of 150 tons of feed and meal per day. Large elevators are connected with both of these

plants. The Acme Elevator, which supplies the grain directly for Mill "A", has a capacity of 125,000 bushels of grain. The Hoosier Elevator, which is in the yards of Mill "B", is the one which is shown in the accompanying illustration.

This elevator has a capacity of 100,000 bushels and is of circular bin type. The operating house is of large size and capacity, and there are four large storage bins, connected to the work house by an enclosed conveyor gallery. The equipment of the plant is complete for the handling of grain, and the receiving and shipping facilities include both rail and wagon service.

Besides the manufacture of flour a large business is being built up in corn and oat feeds, cornmeal, scratch feed, grain and mill feeds. With their excellent facilities they are prepared to take care of a large trade in both straight and mixed carloads.

The Indiana Elevator, operated by Jordan & Co. of Indianapolis, is located adjacent to the Pan-handle tracks and is easily reached from any of the roads centering in the capital city.

The plant consists of two buildings, the old elevator which had a complete equipment of its own, and the new building which was completed in 1912 and is a fine example of modern elevator construction. It is fireproof, convenient in its arrangement and is thoroughly equipped with the best and latest machinery for the economical and rapid handling of grain and hay. The total capacity of the plant is 200,000 bushels, with a transfer capacity of 25 cars per day.

The elevator is equipped with a modern grain drier which was the third of its kind made. It has a capacity of 500 bushels per hour. Grain cleaners and separators of the latest design are installed, and an electrically driven feed grinder. The power of the elevator is supplied by a 180-horsepower steam plant, which also affords heat.

Unlike most of the Indianapolis elevators, this house has wagon dumps as well as facilities for track handling. Quite a considerable amount of grain and hay is received by wagon from the surrounding country and a large local business is carried on in hay, all grains, and feeds.

When the firm of Jordan & Co. was established it was with the understanding that the company should give to shippers terminal weights as well as grades, making the firm's dealings with the trade correspond in all particulars with terminal market practice. This policy has been followed since the beginning and has made many warm friends among the shippers of the state.

One of the progressive plants of Indianapolis which figures to a considerable extent in the grain trade of the city is the Pearl Roller Mills, which is operated by William Rouse & Son, dealers in grain, hay, and mill feed. The Pearl Mills have a considerable reputation, quite out of proportion to the capacity of the plant, which is only 125 barrels per day. Consistent attention to detail and up-to-date equipment have brought the desired

results and developed a big business.

The mill is equipped throughout with Nordyke & Marmon machinery. Every process of cleaning, scouring, rolling and sifting is handled on the latest and most approved plan. The mill building is a three story brick structure, on one side of which is the grain storage house with a capacity of 20,000 bushels, and on the other side a one-story warehouse for storing and shipping the flour and feed output from the mill.

The National Elevator of Indianapolis, which is operated by the National Elevator Company, is one of the smaller houses in the city which does a capacity business. The term "smaller" is relative, for the elevator has a capacity of 200,000 bushels with a handling capacity of 15,000 bushels daily.

The house is of frame construction, and is located on the tracks of the Vandalia Railroad. Two elevator legs lead from the dump to the cupola, in



SAMUEL A. HOLDER
Chief Grain Inspector and Weighmaster.

which is located a 2,000-bushel Fairbanks Hopper Scale. The elevators are electrically driven.

The elevator is divided into 27 bins with capacities ranging from 1,200 to 10,000 bushels. The equipment for handling, cleaning, and shipping the grain is most complete, and the service at the plant is all that could be desired.



ALMOST IN THE CENTER OF THE PICTURE, DIRECTLY BEHIND THE LARGE SOLDIERS' AND SAILORS' MONUMENT



HARVEY MULLINS
ACME-EVANS COMPANY



J.C. JORDAN
JORDAN & CO.



E.B. McCOMB
CAPITOL GRAIN COMPANY



H.J. BERRY
NATIONAL ELEVATOR COMPANY



A.F. FILES
FILES-THOMSON COMPANY



W.J. MERCER
FILES-THOMSON COMPANY



E.P. TOMPKINS
JORDAN & CO.



O.D. KENDRICK
KENDRICK & SLOAN



P.G. BRAFFORD
HOOSIER GRAIN COMPANY



F.E. McCOMB
CAPITOL GRAIN COMPANY



A. SHOTWELL
C.A. SHOTWELL & CO.



O.C. GORDON
CAPITOL GRAIN COMPANY



INDIANAPOLIS
Board of Trade



B.F. SLOAN
KENDRICK & SLOAN



E.K. SHEPPERD
CLEVELAND GRAIN COMPANY



V.L. WRIGHT
INDIANAPOLIS ELEVATOR COMPANY



FRANK A. WITT



L.J. BLOOM
E.W. WAGNER & CO.



F.M. MONTGOMERY
NEW PROCESS GRAIN COMPANY



E.W. BASSETT
BASSETT GRAIN COMPANY



WM C. HAYWARD
MUTUAL GRAIN COMPANY



L.H. JORDAN
JORDAN & CO.



N.W. MILLER
MILLER GRAIN COMPANY



I.E. WOODARD
ACME-EVANS COMPANY



J.M. BRAFFORD
HOOSIER GRAIN COMPANY



A.W. THOMSON
FILES-THOMSON COMPANY



O.V. ROUSE
WM ROUSE & SON



EDGAR EVANS
ACME-EVANS COMPANY



WILLIAM H. HOWARD
SECRETARY



SAMUEL A. HOLDER
CHIEF GRAIN INSPECTOR AND WEIGHMASTER



BERT A. BOYD
PRESIDENT



H.E. KINNEY
H.E. KINNEY GRAIN COMPANY



WM B. WELLS
STAR-ELEVATOR & COAL CO.



W.F. KASSEBAUM
PROBST & KASSEBAUM



Published on the Fifteenth of Each Month

BY

Mitchell Brothers Publishing Co.

OFFICE:

 Manhattan Building, 431 South Dearborn Street
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

 Subscription Price - - - - \$1.00 per Year
English and Foreign Subscription - 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, FEBRUARY 15, 1914.

 Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

INTERSTATE COMMERCE COMMISSION CRITICIZED

A bill has been introduced into the House of Representatives providing for the reorganization of the Interstate Commerce Commission. This is a result of numerous complaints by shippers that the Commission is so overburdened with work that important cases have to be left too long before they reach the head of the docket. The bill which Representative Fred C. Stevens has introduced provides for two new members, the division of the Commission into groups of three members each, any group to have full authority in disposing of the cases which come before it. Provision is also made for the establishing of branches in the large cities to co-operate with state commissions. The executive functions of the Commission have been given to other departments of the Government.

Some idea of the need for reform in the Commission may be gathered from the fact that 1,023 formal complaints were filed and 7,600 informal applications made during the last year. In this period 141,257 tariffs were filed, 1,401 hearings were held, and 140,000 pages of testimony were taken. This great volume of business had to be carried on before the whole Commission. Under the proposed law it could be divided up among several groups and dispatched in very much less time.

The danger of delegating authority to a small group where the affairs of special interests are at issue should not be overlooked, however, for the personnel of the Commission might not always be of the high order of the present group. The death of John D. Marble, the resignation of Charles A. Prouty, and the expiration of the term of Judson C. Clements

has placed upon President Wilson the task and the opportunity of choosing worthy successors. It has been strongly urged for some time that a representative of the grain trade have a place on the Commission, as so much of the business before it relates to grain tariffs. Winthrop More Daniels, of New Jersey, and Henry Clay Hall, of Colorado, have been mentioned for two of the places, but the name of the third new member has not been hinted. Why not a grain man? The grain dealers and millers of the northwest are urging the name of Allison Mayfield, chairman of the Texas Railroad Commission. The woods are full of good grain men.

FEDERAL GRAIN INSPECTION

On February 4, the Senate Committee on Agriculture and Forestry reported out the McCumber Bill (S. 120) and recommended its passage. The McCumber Bill is too well known to need minute description. Suffice to say that it provides for Government inspection of all interstate shipments of grain, and of intrastate shipments at the request of the owner or his agent. The bill carries an appropriation of \$850,000.

There can be no doubt but that there is a strong sentiment throughout the country in favor of Government inspection, or at least a uniformity of inspection at all the markets in the country. This sentiment is held not only by producers and consumers, whose judgment in regard to middlemen is apt to be warped by prejudice, but it is also held by the country shippers who are in close touch with the terminal markets.

Government supervision has many advantages over the inspection system, however, and would answer every purpose. Under the civil service rules it takes a man of exceptional character to maintain a high standard of efficiency in Government service. State or Exchange inspectors, supervised by the Government agents, would have a far greater incentive to do good work, for the moment a supervisor found the grades in any market to be below standard, that market would be published, and the members would demand that their inspector should keep up the grade so as to re-establish their reputation with the trade.

A CAMPAIGN OF EDUCATION

The Milwaukee Chamber of Commerce and the Wisconsin Bankers' Association are preparing to send through the state a pure seed demonstration train. This is a worthy act and will result in increased prosperity to the state. There is nothing new in the performance, however. Wisconsin and other states have done it before. But this year's program for the trip contains a feature which is new and which may have a tremendous influence in the state. Trained speakers from the Chamber of Commerce will accompany the train and at every stop will address the farmers on the place and value of the Grain Exchanges. It will be a campaign of education. And if ever a time for such a campaign were opportune, it is now.

The feeling prevails among the farmers and consumers throughout the country that the Grain Exchanges are merely legalized gambling joints. They think that the only profits accrue

to those engaged in the traffic, and that every untoward movement of the price of grain is the result of a conspiracy to rob the people, on the one hand the farmers if the price breaks, on the other hand the consumers if there is an upturn. The real value of the Exchanges is not apparent, but it is high time that it were made plain to all.

The movement on foot at Washington for remedial legislation is not the result of any initiative of the members in Congress: it is merely an effort to put into concrete form the murmur of protest from the whole country. This protest is largely the result of bucket-shop practice which is confused in the popular mind with legitimate Exchange business. Education will completely change the people's attitude. The act of the Milwaukee Chamber in this regard should be followed in every state where there is a terminal market.

BUYING ON GRADE

The new corn grades have accomplished one thing, even if they were never put into effect; the discussion has shown to country shippers the folly of buying corn without regard to grade. For years country dealers have been buying "good corn" from the farmers, paying the same price to all if the corn were marketable at all. Sometimes the purchase was profitable, but often it was not. In every case it was unfair to the farmer; unfair if less were paid for the corn that it was worth; unfair if a high price were paid for corn which was spoiled by careless or ignorant treatment. The latter, perhaps, was the greater injustice of the two, as it is ruinous to character and to industry to put a premium on shiftlessness. The next corn crop will be marketed on grade to the profit of dealer and farmer alike. We cannot condemn any system of grading, however faulty, that accomplishes so much.

ARGENTINE CORN UNDER THE TEST

No subject has been of greater interest to the grain dealer since last autumn than that of Argentine corn. Its presence at our ports, although in insignificant quantities, materially affected the domestic price. The first wave of sentiment in regard to it was that the corn would fill the place of American corn in all respects and would for all time set the port price. Now, however, we have had time to test the Platte corn, and the panic that seized the trade has lost its force. Argentine corn cannot compete on equal terms with the home product, and for most purposes it cannot compete at all.

We have received a number of samples of Argentine corn at this office and find that the corn is small and hard, resembling the nubbins at the end of an ear in shape, and popcorn in its other qualities. It is so hard that meal made from it is too gritty to find a market. It cannot be fed except as chop, and then must be ground much finer than our own corn. The Wichita Mill and Elevator Company of Wichita, Kan., has tried out about 10,000 bushels of the Argentine corn and this has been the result of its experience. A number of distilleries have experimented with it and have found that for their purposes the corn is worth several cents

less than home grown. Its usefulness in this country, then, seems limited to feed and probably never will attain wide popularity even in that use.

CORN VINDICATED IN PELLAGRA INVESTIGATION

The old medical books describe pellagra as a disease found principally in northern Italy and caused by eating spoiled corn. At the present time the malady is more common in this country than in Europe and is found throughout the land, from Maine to the Gulf. So prevalent was it that two years ago a commission was launched to investigate the disease. The work of the commission is not finished, but reports made from time to time, the last one in a recent issue of the journal of the American Medical Association, prove conclusively that corn has nothing to do with the disease, except insofar as spoiled corn may contribute to malnutrition, which predisposes the victim to this disease as it does to tuberculosis.

Besides this negative assertion, the report shows that cesspools and the presence of flies are constant factors, and while no positive evidence, such as the finding of malaria parasites in the bodies of mosquitoes, have been discovered, the house and stable fly are under suspicion, and unsanitary surroundings are positively condemned. Grain dealers have little use for spoiled corn, but it has enough of censure without this added obloquy. The report probably will not make spoiled corn any more popular as an article of diet or as merchandise.

THE RATE INCREASE CASES

So far as any information given to the public is a criterion, the Interstate Commerce Commission appears to be marking time in regard to the granting of a 5 per cent increase of freight rates to the Eastern railroads. In reality, a mass of information and sentiment is being gathered by the Commission which in due time will bear the fruit of its decision. Exact information in regard to earnings and operating expenses is necessary, but the business sentiment of the country cannot be disregarded. It was this sentiment that prompted various exchanges and business organizations in memorializing the Commission to grant the advance. It is sentiment which cries aloud for a speedy decision one way or the other, business to adjust itself accordingly. Business sentiment is always in favor of inimical definiteness rather than favorable uncertainty.

The operating income of the Eastern roads during November last was \$346.05, while in November, 1912, it was \$533.20 per mile of road. The operating expense per road mile last November was \$236.07, during November, 1912, it was \$228.94. During the month the total revenues decreased about \$5,000,000, while the operating expenses increased about \$4,500,000.

On the face of these facts it appears that the request of the roads is warranted. On the other side are the recent disclosures of rebating, which have hurt the case of the roads, and the large real estate holdings of the roads which are

capitalized but which are not used in the operations of the roads. Between these positive and negative positions is that of the Central Freight Association which has protested against the general raise of one cent on grain, as that would be more than 5 per cent in most cases, and have petitioned that either a level increase of 5 per cent be made or else a flat rate of 8/10 of one cent increase. The producers nor the consumers have shown much interest, although they are the ones who pay the freight.

CANADA LOSING EXPORTS

The grain interests of the Dominion were considerably startled by the announcement that James Carruthers & Company, grain exporters of Montreal and Toronto, would move their office from the latter city to New York. The firm is one of the largest exporters in Canada, and the change is a good indication of the tendency of northern grain to route through our ports. The continuous journey from the head of the lakes to New York City will be made possible by the improvements in the Erie Canal, which are now under way, increasing the depth to 23 feet. No Canadian route can compete with it, and the fact that this well established firm moves at this time indicates that the Georgian Bay Canal project is in no immediate danger of changing the grain route.

At the present time between 40 and 45 per cent of Canadian grain is sent abroad through our terminals, under bond. With the completion of the Erie Canal improvements this percentage on eastern shipments will be largely increased. The Panama Canal route will divert much of the western grain to Pacific ports, but the rich fields of Manitoba, Saskatchewan, Western Ontario, and even parts of Alberta will continue to empty through Buffalo and New York, at the expense of the Canadian Atlantic Terminal exports.

INDIANAPOLIS

The present issue of the "American Grain Trade" is devoted in part to portraying conditions at one of the leading inland terminal markets—Indianapolis. Needless to say, volumes could be written about Indianapolis, as well as other markets, but we have avoided tiresome and tedious details while presenting an accurate history in summarized form. A careful perusal of this history will astonish those who are not familiar with the rapid and almost phenomenal growth of the Indianapolis grain market.

During the last eleven years the receipts of various kinds of grain have been tremendously increased. For instance, the receipts in 1902 were: Wheat, 1,707,500 bushels; corn, 5,979,250 bushels; oats, 1,387,500 bushels. In 1913 the receipts were: Wheat, 2,880,000 bushels; corn, 15,338,000 bushels; oats, 5,816,000 bushels. Part of the growth can be attributed to the development of Indianapolis as a milling center, particularly of white corn, part is due to excellent transportation facilities, but a still greater part must be awarded to the membership of the Indianapolis Board of Trade. The grain men of that body have an exceptionally high standing not only in their own market, but

throughout the entire country. The group picture on pages 456 and 457 contains many faces familiar everywhere in grain circles. They represent the backbone of the Board of Trade and their enthusiastic efforts and tireless activities promise a still brighter future for Indianapolis.

ORDER AND ITS CAUSE

After so much wrangling at various farmers' grain conventions, the recent meeting of the Minnesota Farmers' Grain Dealers' Association at Minneapolis offered a pleasing contrast by its orderly program. Even here, however, there was a certain element which desired to inject discord and the officers are to be congratulated upon their efficient handling of the situation. Without entering into any new discussion relative to the controversy between the Minneapolis Chamber of Commerce and the Equity Exchange of the same city, one cannot help but be impressed with the fact that most of the trouble has been caused in the past by the speakers sent out by the latter organization. The methods pursued by them cannot fail to hurt their cause with any set of sober-minded, impartial, thinking men. They have yet to learn, it seems, that the highest form of debate does not consist in mud slinging and free indulgence in unwarranted personalities.

Secretary McHugh and his co-speakers have won a host of friends for the Chamber of Commerce by presenting their views in an open, candid and logical manner, rarely descending to personalities and then only in replying to the torrent of abuse which the Equity speakers heaped upon them. It is not strange, therefore, that the Equity representatives were not invited to speak before the Minnesota farmers. It shows that the farmers cannot be fooled much longer by the methods of the Chamber of Commerce opponents and it should be a hint to the latter to change their tactics. Disgraceful scenes such as the one recently enacted at the Tri-State Grain Growers' Convention at Fargo, N. D., which culminated, according to reports, in several fist fights, cannot longer be tolerated.

Rivalry, inasmuch as it means healthy competition, is always permissible, but bitter partisanship induced by personal allusions rather than basic facts must be discouraged and condemned. Harmony is the thing most desirable in all organizations, and while the representatives of the Equity Exchange may possibly have believed their own statements, they must remember that facts and not personalities count in the long run. Their present and past performances in speech-making have not only proven futile in shaking confidence in the Chamber of Commerce, but have brought discredit upon themselves and failed to establish any fundamental strength for their own institution.

The co-operation of the postal authorities with the Arizona Horticultural Commission promises to put an end to bad seed shipping in that state. Heretofore seeds could be imported by parcel post and escape the vigilance of the Commission. Now, however, the parcel post department promises to keep tab on imports of seed so that the state can inspect and seize any shipments of diseased or forbidden varieties of seed.

EDITORIAL MENTION

That tremendous check for \$137,632 which one wheat grower of Washington received for his crop is bound to make some grain dealers wish they had never left the farm.

With corn shows, alfalfa shows, seed fairs and kindred expositions increasing in number and importance all the time, mere conventions are being gradually "shelved" in the public prints.

At last, after many "false alarms," it seems probable that bulk handling will really go into effect on the Pacific Coast. The opening of the Panama Canal will, it is thought, greatly aid in ending the bag system.

Facts about the cost of elevator operation are always hard to obtain. For this reason the figures compiled by Secretary Riddle on another page of this issue from the actual records of an Ohio elevator are of real and definite value.

The new Crop Improvement Committee of the Council of Grain Exchanges which was appointed just as this paper was going to press, contains in its personnel some excellent names should make as good as record as its predecessor.

A most interesting development in the anti-bucket shop campaign and the one which promises to most effectively stamp the bucket shop out of existence, is the recent order of Postmaster-General Burleson shutting off the use of the mails from a Cleveland firm.

The hard-fought battle over whether seats in the Minneapolis Chamber of Commerce and the Duluth Board of Trade has been brought to an end. The Supreme Court of Minnesota sustains the lower court's opinion, thus making membership in both exchanges subject to a tax.

It has been called to our attention that alfalfa growing along a railroad right-of-way is not original with the Burlington Railway, but has been in existence for some years along the lines of the Chicago & Northwestern Railway in Nebraska. Up to the present time about 400 acres are used for this purpose.

Grain shippers are still very much divided over the probable effect of the new Government corn grades, judging from a number of communications printed on another page of this issue. Most of them are agreed, however, that dire confusion will exist at the start and for some time afterwards unless an efficient method of Federal supervision is introduced.

Whatever the actual merits of alfalfa, and they have been most liberally exploited from time to time, one fact stands out very clearly. This is, that there is some new use or new and wonderful variety continually being found. The latest is a variety of alfalfa now being cultivated in California which flourishes better in cold weather, when the frost lies thick upon

the plant. Of course it is too much to expect this variety to grow well in warm weather, although the man who brought it out claims miraculous things under all climatic conditions.

An ear of corn may cost James J. Hill \$1,000, according to the *Minneapolis Journal*, which reports that at the recent state agricultural society meeting President John J. Furlong produced an ear of corn fourteen inches long raised in Mower County and reminded Mr. Hill that the railway magnate said last summer he never expected to see a Minnesota ear that long. Mr. Hill said that his original offer of \$1,000 for a 14-inch ear still stood and promises to send his check for the amount.

The remarkable development of corn growing in the country is having at least one result in that most commonwealths are now planning to be the leading corn state in the Union. Certain traveling crop improvement experts are playing upon this note and keeping ambition alive. Minnesota, for instance, points to its great corn crop of this year as the surest indication of progress and North Dakota announces that wheat in that state will soon be only a secondary crop.

That officers and directors of warehouses and elevators are responsible for the safekeeping of what has been placed in their possession and for which warehouse receipts have been issued is the gist of an interesting decision handed down during the month in the case of the *Frontier Milling & Elevator Company vs. Roy White Co-operative Mercantile Company*. Both firms are of Boise, Idaho, and the suit was the outcome of the defendants' failure to produce grain and produce upon demand. The important feature of the case was the sweeping aside of the technicalities brought forward by the defense.

Some interesting and not generally known data about the United States Crop Reporting Service was recently given in *Southworth's Daily Letter* (Toledo). Criticism of Government crop reports is often heard, yet the figures showing the vast army of crop reporters and agents would make it seem that a rather close approximation of the yield and acreage should be readily available. There are about 30,000 township correspondents, 2,800 county correspondents, a statistical agent for every state, 19 special field agents and 111,700 aids reporting to the state and special field agents, individual farmers and special correspondents.

The resolution adopted at the recent meeting of the Council of Grain Exchanges asking Congress to appoint a commission to investigate the exchanges of the country before enacting adverse legislation is a step in the right direction. Even among present-day legislators there are many fair-minded men. The advantage of educating the men who make our laws in regard to the modern methods of marketing grain is apparent upon its surface. Whether many of them will not still permit themselves to be swayed by the clamor of constituents is a question which still remains to be solved. However, the fundamental ignorance of the public with

reference to Grain Exchanges needs extensive propaganda work. The campaign has begun to show both legislators and constituents that an Exchange is essentially a market place and not a monopoly. It may accomplish desired results. If so, it will avert a nation-wide disaster.

All corn dinners have been quite common in the past and not long ago an alfalfa banquet was given somewhere in the West. At Mankato, Minn., the two ideas were recently combined into a corn and alfalfa dinner. While we are dubious as to whether some of the strange food presented would appeal to epicurean palates, no casualties are reported as a result of this affair, and the boosting effect is so apparent that we can safely look forward to many of these freak banquets in the future.

A momentous question is at stake in Iowa, where previously the State Railroad Commission has been empowered to condemn property for elevator sites or compel railroad companies to give sites. The Wabash Railroad has ordered certain sites now occupied by elevators on its right of way to be vacated in order that other elevators may be built there. The owners of the elevators of course resist. The Wabash raises the point that it is not within the power of the state to compel it to give elevator sites, that this is taking private property (railroad property) for private use (elevator use), contrary to the constitution. Reliance is placed for this position on an old decision by the United States Supreme Court in a case involving the taking of a part of a right of way for a private warehouse, in which the court held that the companies cannot be required to give sites for elevators. An interesting issue is thus raised, which will, however, be far-reaching in importance, and it is not expected that an early decision will be made.

The students of several high schools in North Dakota are debating the question of state-owned terminal elevators in Minneapolis and Duluth. The "American Grain Trade" is in receipt of some letters from the youthful contestants asking for pointers on the debates, showing that the interest of the debaters has been worked up to a high degree. Notwithstanding this fact, we do not see any menace, as does our esteemed contemporary, the *Commercial West*, in such debates. The latter journal has gone to some length in pointing out the evils of state-owned terminal elevators and has jumped to the rather hasty conclusion that if students are debating the plan, the state itself must be seriously contemplating such a move. The *Commercial West* must remember there are two sides to every question, and there will probably be as many antagonists as advocates. The debating of schoolboys does not necessarily reflect the sentiments of their elders. Harking back to twenty or thirty years ago we can all remember when a Federal income tax was a favorite debating topic and it has since been threshed out innumerable times. But the income tax has only just become a law. Therefore it seems that whatever the outcome of this or similar debates there can be no danger of an immediate step of such a radical nature being taken by the authorities of North Dakota.

CHAS. D. JONES
Nashville.

NEWS OF THE TERMINAL MARKETS

T. W. SWIFT
Detroit.

NEW HEADS FOR MEMPHIS MERCHANTS EXCHANGE

The officers who will serve on the Memphis Merchants Exchange the coming year are Sim F. Clark, president; Robert Ruffin, vice-president. Directors: John D. Canale, Jos. J. Wade, T. O. Vinton, S. Tate Pease, L. M. Stratton, Harry J. Schoettelkotte, E. E. Clark.

ANNUAL ELECTION AT BIRMINGHAM, ALA.

The Birmingham Grain Exchange of Birmingham, Ala., at its yearly meeting, held the latter part of January, elected the following officers:

Alex Cecil, president; Chaplain Hodges, vice-president; W. H. Makin, secretary-treasurer.

Directors: W. M. Crosby, Wade Wood, Ernest Redd, Alex Cecil and Edward Wilkinson.

COMMERCIAL EXCHANGE ELECTS OFFICERS

At the annual election on the Philadelphia Commercial Exchange Louis G. Graff was elected president; C. Hubert Bell, vice-president; J. W. Beatty, treasurer; Ambrose B. Clemmer, secretary.

The following directors were elected to serve for two years: Jacob Beiswanger, William H. Hahn, E. H. Price, Robert Morris, Geo. W. Warner, Geo. M. Richardson.

OAT STOCKS NOT OPPRESSIVE

The receipts of oats at this market were 257,000 bushels for week ending early February, writes L. W. Forbell & Co. of New York City, and indications do not point to a material enlargement at present. Local stocks are decreasing slowly, though they are still ample to supply any expected demand in the near future. They are not oppressive, however, and existing cash conditions are considered to be favorable for the maintenance of values at this level.

ELECTS OLD OFFICERS

That the officers who conducted the affairs of the Atlanta Grain Dealers' Association, Atlanta, Ga., during 1913 met with the entire approval of the association was shown by their re-election at the January annual meeting. These officers were as follows:

Joseph Gregg, president; J. J. Russell, first vice-president; Almon Morgan, second vice-president; A. C. Woolley, secretary and treasurer; E. E. Smith, assistant secretary.

Directors: Joseph Gregg, chairman; J. J. Russell, E. A. Holbrook, Almon Morgan, G. C. Rogers, Tully J. Brooks, J. LeRoy Duncan.

A CONTRACT IS A CONTRACT; KEEP IT

In a special letter to the grain trade of the Northwest, Quinn-Shepherdson Company of Sioux Falls, S. D., present some good advice designed to eliminate trouble between the seller and the commission man. They state:

"When you sell a certain amount of grain, insist upon a signed confirmation from the buyer, confirm your sale to the purchaser as soon as possible either by letter or by signing and mailing the confirmation or confirmation card that the buyer usually mails to you. Your trade is then bona fide and no turn of the market will worry you. Read the confirmation you receive carefully and live up to its contents. If you learn that you cannot ship within contract time, do not ship at all unless you have some agreement with the buyer. Every time you neglect to follow this advice, you place yourself at the mercy of the ultimate consumer."

The company then shows in this letter how loss

and trouble ensues if, for any reasons, the seller cannot ship within contract time, either on a falling or rising market. Eventually the matter comes back to the seller, and, like Banquo's ghost, refuses to down, unless he has read his contract and lived up to it.

F. M. BAKER

One of the first during the year 1914 to start into business for himself on the Chicago Board of Trade is F. M. Baker, who has opened offices in Room 822 Webster Building, 327 South La Salle Street. He will do a general business—cash grain and futures, operating under the style of F. M. Baker & Co.

Mr. Baker is well known among the grain shippers of Illinois, among whom he has traveled exten-



F. M. BAKER

sively during the past fourteen years while associated with the Nash-Wright Grain Company. He was born in New Carlisle, Ohio, and received his early education at that place and at Dayton, Ohio, where his parents removed when he was twelve years of age. It was at the age of twenty that he removed to Chicago and entered the grain office of the old firm of Pope & Davis. He remained with them about four years, after which, for about four years, he carried on a grain brokerage business on his own account. He then became connected with the Nash-Wright Grain Company.

At the present time he is serving as secretary-treasurer of the Chicago Receivers' Association and has been for several years secretary of the local shippers' association of northern Illinois. Mr. Baker has all the enthusiasm and energy of the young man who conceives it is time to start out for himself. With ample experience and capital his friends can do nothing but augur a complete success for the newly launched business.

The New Process Grain Company has recently been organized with offices at 610 Board of Trade Building, Indianapolis, for the purpose of transacting a general wholesale grain business, specializing in best grades of grain. F. M. Montgomery for the past 18 years engaged in the grain business in Indianapolis and recently with Jordan & Montgomery, is general manager of this new firm.

SPECULATION HELPFUL TO COMPETITION

"Speculation establishes genuine competition," says Our Boy Solomon of Toledo. "Millers, grain dealers and farmers all own cash grain. Hedging is their protection against declines in price. Future trading and speculation make hedging possible. There must be a buyer for every seller. The speculator takes the hedge and carries the load. If dealers could not hedge, they would be obliged to suffer from declines. Small dealers would find their credit restricted at the banks. Large dealers with big capital could weather stormy declines but small dealers might be wiped out of business. This would tend strongly toward killing competition and establishing monopoly. Future trading and speculation are the best friends of competition."

ZAHM SAYS' WARE CANADIAN OATS

In letter of early February J. F. Zahm & Co., Toledo, say: "We have had orders for small lots of Canadian oats for seeding purposes. So far we have refused to fill them. We understand these oats have not turned out well where they were sown, and we believe farmers will do better by sticking to the oat that they know will thrive in their vicinity. The Canadian oat is very heavy in weight, and we understand cereal people do not like them on that account, and even the horses are not crazy about them, especially as the amount placed before them is (or should be), just half as big a pile as the American oat. We suggest shippers and farmers hankering after Canadian oats to sow, write to the Experiment Station in their state, before buying."

PLAN A LARGER MARKET

If the plans of the new directors of the St. Joseph Board of Trade of St. Joseph, Mo., are carried out, the year 1914 will see that city very considerably advanced as a grain market. The annual report of their secretary showed a satisfactory business for 1913 in spite of the small amount of corn grown in that section. The wheat situation was not as good as might be, owing to the fact that much of that grain went to Chicago and Mississippi river ports for interior consumption rather than to the Gulf ports for export.

The new officers chosen for this year are: J. W. Craver, president; A. J. Brunswig, vice-president. Directors: R. R. Clark, J. W. Dailey, T. P. Gordon, A. C. Muench, A. L. Feuquay, with J. L. Frederick, F. R. Warrick, A. J. Brunswig and J. W. Craver holdovers.

CHANGES ON THE CHICAGO BOARD OF TRADE

The first of the year witnessed a number of changes in officials connected with the Chicago Board of Trade, W. M. Hopkins, manager of the transportation department of the Board for the past six years, resigned and Edward H. Boyd was appointed as his successor. Mr. Boyd was formerly manager of the department, leaving to go with the Wabash railroad.

Chester A. Legg also resigned as counsel for the executive committee of the Board and this office will be abolished.

The directors of the Board, the latter part of January reappointed the following: E. A. Hamill, treasurer of the Board; Sam Powell and J. F. Lee, manager and assistant manager of the clearing house; H. A. Foss, weighmaster and official custodian; J. T. Canvin, flour inspector; Charles F. Lias, inspector of flaxseed; H. R. Whiteside, hay

inspector; Robt. F. Kettles and P. H. Beirs, chief grain sampler and assistant; H. S. Robbins, attorney.

CINCINNATI GRAIN DEALERS PLAN BOOSTER TRIP

On the dates May 6 to 8 a hundred or more boosters of the Cincinnati Chamber of Commerce will make a trip in the interests of trade expansion for the Cincinnati grain, hay and flour markets, through western Ohio and eastern Indiana.

The towns scheduled for the visit are Dayton, Troy, Piqua, Sidney, Lima, St. Mary, Celina, Portland, Winchester, Richmond, Newcastle, Rushville, Shelbyville, Connersville, Greenburg, Bateville, Lawrenceburg and Wapakoneta. The company will include the leading grain and hay firms of Cincinnati, who may be expected to make very many new friends and stimulate business done with that market.

ELECTION OF BALTIMORE CHAMBER OF COMMERCE.

At the annual meeting of the Board of Directors of the Baltimore Chamber of Commerce held late in January the following officers were named for the ensuing year:

Eugene Blackford, president; Thos. C. Craft, Jr., vice-president; James B. Hessong, secretary-treasurer.

Executive Committee: Richard H. Diggs, chairman; E. F. Richards, A. F. Sidebotham, W. Whitridge Rider, Harry M. Revcr. The five directors who were previously elected to form the Board of Directors with ten holdovers were: Paul G. L. Hilkin, Louis L. Jenkins, A. W. Mears, Harry M. Revcr and J. Murdock Dennis.

THE GREAT BROOMHALL

The following interesting word picture of "The Great Broomhall" is taken from a little booklet entitled "Impressions of World Prosperity" just issued by E. W. Wagner & Co., Chicago, and made up of notes of a trip by Joseph Wild, editor of the Wagner Letter, to England, France, Eastern United States and the Liverpool Grain Exchange:

"It is the curb whisper on the Liverpool exchange that Broomhall is the leading Cable Purveyor of the world's grain news. His agents absorb information in every country. The Wagner Representative invaded his office. George Broomhall is a slender man of 57. He is a man of affairs. Discusses all business subjects readily. Is democratic. Members of the Liverpool Exchange say he is absolutely honest in all approximations. He stands high in Liverpool.

"Broomhall readily admits the difficulty of correct computation. He cites the great hurdles that face the man who seeks correct Russian information. His Russian agents number over a hundred, but the country is vast and quick, decisive information on Russian crops is an awful task. To meet Broomhall and race over every trade technical detail for an hour is but an approach to your certain final summary. As you descend the exasperatingly small 'lift' from his office to the Liverpool exchange floor you murmur, 'This approximator is doing all that can be done with an immense task.'

"The English are critics, hecklers and flaw hunters. After thirty years of service, Broomhall and the Liverpool Exchange are in a sense, inseparable. England rules the world and Broomhall supplies the world's grain news. Truly a great exchange and a great Broomhall.

"His office is a small, tasty affair. His desk is decorated with typewritten summaries of crops and world's requirements. His life is a daily censoring of coded reports from every crop center. Broomhall is a Grain Man. Thirty years ago he dropped the grain business and chose the Statistical Side of grain. He handles his business with both hands. Always in the saddle. Reinforces his grasp of detail with a successful personality.

"Broomhall says: 'It is beyond any man to size up Russian crops perfectly. We have correspondents in all important centers. In Russia we have over 100 well posted correspondents but Russia is still an unknown quantity.'

"The Exchange is large enough for enormous business. It is reached from the street in five seconds. Telephones are in abundance. Gossip of markets takes the universal form. The eternal question is, 'What now?' American data and statistics are followed to the Last Shred and each grain visitor from the United States is bombarded by a series of queries which force him to hustle his mentality if he is to display a knowledge of the various grain situations."

N. R. MOORE.

At the head of the affairs of the Peoria Board of Trade the coming year, will be a man especially fitted for the office. N. R. Moore, who was chosen for the place of president at the Board's January meeting, is one of the newer members of that long established exchange. As a country elevator operator, elevator owner, and manager of a thriving grain commission business he has demonstrated the



N. R. MOORE

President, Peoria Board of Trade.

possession, in a marked degree, of the qualities that make for success.

As elevator operator he formerly had charge of the two grain elevators at Roanoke, Ill., and later purchased three elevators west of Galesburg which he conducted in partnership with W. H. Perrine under the firm name of N. R. Moore & Co. In the spring of 1908 he sold these houses and for a short time traveled as representative of W. H. Perrine & Co. of Chicago. In 1909 he interested H. A. Rumsey and Mr. Perrine in the purchase with him of the business of Roberts, Moschel & Mossiman at Peoria and it was reorganized as Rumsey, Moore & Co.

This business has been very successful and both its inception and growth has been largely due to the energy and persistent efforts of the Peoria Board's new president.

CHANGES IN MEMBERSHIP

Baltimore.—The admission of William H. Taylor and G. Hartman Blamberg to the Baltimore Chamber of Commerce is reported by Secretary James B. Hessong and the certificates of H. Crawford Black and Edward J. Chism (deceased) have been transferred.

Chicago.—Secretary J. C. F. Merrill of Chicago Board of Trade reports William P. Rice, Clem B. Mears, Frederick T. Fisher, George E. Bunting, George T. Badger and Howard H. Hanks have been admitted as new members and memberships of Frank G. Badger, Harry L. Horton, Edward C. Miller, Edward Francis, William T. Riley and William L. Blair have been transferred.

Duluth.—From the Board of Trade at Duluth, Secretary Charles F. MacDonald lists C. H. McLennan, Peter H. Merritt and Carl W. Myron as new members upon withdrawals of James A. McLennan, J. D. Collinson and Allen P. Allensworth.

Kansas City.—The Board of Trade admitted H. F. Probst to membership on transfer from Amos Martin, is the report of Secretary E. D. Bigelow.

Memphis.—The admission to membership of S. M. Pepper to the Merchants' Exchange is reported by Secretary N. Z. Graves.

Milwaukee.—In the changes of memberships and new members, F. G. Bell, C. A. Malmquist, E. Blankenburg, George O. Farrell and William A. Dawson were admitted and memberships of O. K. Richards and Alfred Dawson (deceased) were transferred. This is the report of Secretary H. A. Plumb of the Chamber of Commerce.

Peoria.—New members this month reported by Secretary John R. Lofgren of Board of Trade are James D. Canty and J. A. Peters.

Richmond.—Since the last report, G. E. Boobers, secretary of Grain Exchange, notes as new members the Acme-Evans Company and Phillips Paterson Company.

San Francisco.—T. C. Friedlander, secretary of Grain Trade Association of San Francisco Chamber of Commerce, reports E. A. Cutter as a new member.

Toledo.—One new member to Toledo Produce Exchange in the person of L. J. Ulrich, is reported by Secretary Archibald Gassaway.

TERMINAL NOTES

George E. Marcy, president of the Armour Grain Company, Chicago, is spending a short vacation in Southern California.

The N. Waldo Harrison Company has been incorporated at Baltimore, Md., to do a general commission business in grain, feed and flour.

The Duluth Grain Commission Merchants' Association recently elected as directors, William Gretum, H. S. Newell, T. H. Hagen, S. Hoover, W. W. Bradley.

H. A. Wickstrom has been appointed chief grain inspector for the Galveston Cotton Exchange and Board of Trade in place of J. H. Upschulte, who recently resigned.

Lamson Bros. & Co. of Chicago have opened a branch office with private wire on the floor of the Toledo Produce Exchange of Toledo, Ohio. L. J. Ulrich is in charge.

The Arnold A. Thurnau Grain & Feed Company of St. Louis, Mo., has been incorporated with a capital stock of \$5,000 by Arnold A. Thurnau, J. W. Shaw, and Adolph Schuessler.

M. Mayer & Sons were recently incorporated at Brooklyn, N. Y., to deal in hay, feed, etc. The capital stock is \$10,000 and incorporators are Samuel Mayer, Jacob and Bernet Mayer.

E. L. Glaser, president of the grain firm of Rosenbaum Brothers, Chicago, is sojourning in his winter home in Southern California. He will return to Chicago the latter part of February.

H. N. Sager, F. B. Rice and C. B. Pierce represented the Chicago Board of Trade at the annual meeting of the Chamber of Commerce of the United States in Washington, D. C., February 11 to 13.

President P. P. Donahue of the Milwaukee Chamber of Commerce has appointed the following publicity committee for 1914: W. P. Bishop, W. A. Hottensen, Stuart Hyde, Jas. Mander, H. A. Plumb.

Sam Finney has taken charge of the cash grain department of Keusch & Schwartz Company of the Postal Telegraph Building, Chicago. The company's eastern office is located in the Produce Exchange, New York City.

The firm of Cushing & Brandt of New York City has been dissolved by mutual consent. Robert Brandt continues in business in the company's offices in the Produce Exchange building on his own account.

The name of Philip D. Armour, founder of the Armour Grain Company, Chicago, was admitted to the Illinois Farmers Hall of Fame with appropriate ceremonies the latter part of January, which included the unveiling of a portrait of Mr. Armour at the Auditorium of the University of Illinois at Urbana by his granddaughter, Lolita Armour. J.

Cgden Armour was present at the exercises and the portrait was received by Dr. Eugene Davenport, dean of the College of Agriculture.

Jordan & Co. have succeeded Jordan & Montgomery at Indianapolis, Ind. The members of this new grain firm are J. C. Jordan, F. P. Tompkins and L. H. Jordan. They will do a general receiving and shipping business.

The Halliday Elevator Company of Cairo, Ill., has met the need of larger offices to accommodate their increasing business by moving into the large and commodious quarters recently occupied by the First Bank & Trust Company of Cairo.

The Board of Trade Clerks' Fellowship Club of Chicago held its annual meeting and dinner the latter part of January. The following officers were elected: Robert Boylan, president; Frank J. Murray, vice-president; John H. Darcy, secretary-treasurer. Directors: William J. Kennedy, R. W. Darcy, John Spellman, Frank Ryan, Ray Burke.

The James Carruthers Grain Company of Montreal, Quebec, has closed its Toronto office and removed that branch of the business to New York City. The reason for the change as given by James Carruthers, the head of the firm, was the large amounts of Canadian grain now being handled for export through New York.

The fifth annual banquet of the oats trade of New York City was held at the Waldorf Hotel, January 24. Among the western guests at the banquet and prominent in the oat trade were James K. Hooper, E. W. Wagner, Gardiner B. Van Ness, Walter Beavan of Chicago, T. A. Grier of Peoria, and H. L. Stratton and Bert Taylor of Milwaukee.

The Chicago Board of Trade Club held its fourth annual meeting and dinner at the Hotel Sherman the latter part of January. The following officers were elected: John E. Bellot, president; Robert W. Buckley, vice-president; Dan Laughlin, secretary; Louis C. Brosseau, treasurer. Executive committee: Arthur S. Bliss, Peter J. Brown, Winfield S. Day, Kenneth P. Edwards, Andrew Hazelhurst.

John J. Glover, a prominent grain dealer of Kansas City, Mo., has purchased a building site opposite the Board of Trade building on which he will construct a four-story office building. It will be arranged to accommodate those grain firms who cannot secure quarters in the Board of Trade building.

The results of a trip by Joseph Wild, editor of the E. W. Wagner & Co. letter, Chicago, to England, France, Eastern United States and the Liverpool Grain Exchange are set forth in a little booklet just published bearing the title "Impressions of World Prosperity." It is made up of snappy paragraphs, much philosophy, a dash of wit, "Wild" epigrams, intermingled with interesting information. On "Seeing Liverpool Grain Exchange" it says: "To the representative of E. W. Wagner and Co. the Liverpool Grain Exchange appeared small, but after the initial comparison with Chicago had become history, the exchange commanded rapt attention. Its small size is adequate for a grain consuming nation. About one hundred traders mingle on the floor and cluster around a ring—a round rail of about ten feet diameter. The Exchange floor is a continuation of the reading room in which comfortable lounges are scattered. There are no broad tape news tickers. There is a small one-inch general news ticker. The service of news bureaus on the American plan appears unknown. Broomhall is the great news vender. His office is within a half minute journey from the exchange floor. Liverpool houses depend largely on private cables from North America and other sections. While the pace on the Exchange floor seems slower, the attention given to news, market opinions and market situation changes is equally as voracious as in Chicago. Liverpool grain houses present much the same appearance as Chicago houses during quiet and busy times. The two or three hundred in attendance on the Exchange are 'on edge.' There is the same restless air of 'expecting the expected.' A more explicit system of news would seem desirable. The cablegrams from India and Argentina appear just as painfully curt in Liverpool as in Chicago. In

addition—the Liverpool man evidently struggles with the abbreviated Chicago news cable. A visit to the Liverpool Grain Exchange inspires a love for its atmosphere and a salute for the manhood on view. Frequent mention of 'Chicago says' on the lips of attenders enhances the importance of Chicago which is the world center for grain. Liverpool must know quickly what Chicago does and knows."

F. M. Baker, who has been associated with Nash-Wright Grain Company of Chicago for the past fourteen years, has engaged in the grain business under the firm name of F. M. Baker & Company, with offices in 822 Webster Building. Mr. Baker is especially popular "on 'Change" in Chicago and is also well and favorably known throughout Illinois territory. He will carry on a general grain business in cash and futures.

The Doorty-Ellsworth Co., Inc., has succeeded the O. G. Spann Grain Company, of Buffalo, N. Y., O. G. Spann having retired from active business. C. T. Doorty and V. A. Ellsworth were members of the O. G. Spann Grain Company and have been continuously connected with the grain trade at Buffalo for the past fifteen years. They will do a general brokerage and commission business in grain and feeds, making a specialty of barley. Offices are in Room 610 Chamber of Commerce Building.

About 100 of the members and friends identified with the Pittsburgh Hay and Grain Exchange, with their wives and children, attended recently in a body the services conducted by Evangelist W. A. Sunday in the Pittsburgh Tabernacle. What analogy the grain trade at large will draw from this action taken by the Pittsburgh grain merchants it is difficult to imagine. However, there may be some uncharitable enough to remember the Master's words: "They that are whole have no need of the physician, but they that are sick."

RECEIPTS AND SHIPMENTS

Reports from the leading cities of the United States give receipts and shipments for month of January, 1914, as follows:

PEORIA.—Reported by John R. Lofgren, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	256,000	267,000	266,000	277,711	
Corn, bus.....	1,488,500	2,819,839	712,813	2,356,587	
Oats, bus.....	1,082,560	1,211,200	1,334,790	1,405,893	
Barley, bus.....	240,800	333,200	129,735	236,185	
Rye, bus.....	51,600	61,200	28,800	52,200	
Mill feed, tons....	5,186	6,010	9,387	8,676	
Seeds, lbs.....	1,140,000	150,000	180,000	180,000	
Broom corn, lbs....	75,000	75,000	60,000	135,000	
Hay, tons.....	4,130	5,682	1,416	395	
Flour, bbls.....	216,000	177,755	228,692	191,735	

BALTIMORE.—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	1,058,398	2,219,623	2,639,387	2,757,782	
Corn, bus.....	428,800	5,547,727	147,756	1,094,916	
Oats, bus.....	277,169	1,363,127	170	712,004	
Barley, bus.....	1,849	8,639			
Rye, bus.....	213,158	183,319	51,129	25,714	
Hay, tons.....	5,391	4,653	874	667	
Flour, bbls.....	119,700	194,543	98,992	120,801	

CHICAGO.—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	2,080,900	3,356,000	2,662,000	2,650,000	
Corn, bus.....	8,774,000	21,937,000	4,773,000	14,076,000	
Oats, bus.....	8,109,000	11,328,000	8,385,000	9,124,000	
Barley, bus.....	2,437,000	3,685,000	676,000	1,403,000	
Rye, bus.....	313,000	276,000	118,000	190,000	
Timothy seed, lbs..	2,191,000	2,361,000	2,065,000	3,313,000	
Clover seed, lbs....	1,035,000	493,000	882,000	502,000	
Oth. grass sd., lbs..	1,736,000	1,240,000	1,389,000	1,784,000	
Flax seed, bus.....	46,000	188,000	1,000	51,000	
Broom corn, lbs....	1,106,000	3,954,000	1,083,000	2,000,000	
Hay, tons.....	38,141	29,885	3,192	3,055	
Flour, bbls.....	789,000	1,035,000	111,000	504,000	

CINCINNATI.—Reported by W. C. Culkins, Supt. of the Chamber of Commerce:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	211,176	321,049	127,800	111,658	
Corn, bus.....	940,839	805,652	389,825	475,169	
Oats, bus.....	136,850	854,315	319,131	524,025	
Barley, bus.....	85,055	95,832	146	58,001	
Rye, bus.....	49,528	46,332	15,002	12,296	
Timothy seed, lbs..	1,102	958	3,475	2,838	
Clover seed, lbs....	7,348	5,048	7,448	1,658	
Oth. grass sd., lbs..	16,817	23,187	15,342	23,253	
Flax seed, bus.....	43	58	9	66	
Broom corn, lbs....	24,500	705,770	7,880	82,699	
Hay, tons.....	19,450	17,702	17,037	9,325	
Flour, bbls.....	92,796	110,580	72,402	80,423	

DETROIT.—Reported by M. S. Donovan, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	68,000	146,000	7,000	285,000	
Corn, bus.....	563,000	662,000	260,000	397,800	
Oats, bus.....	191,600	269,000	34,000	5,500	
Barley, bus.....	6,000	3,000		60,000	
Rye, bus.....	15,000	2,000	10,000	9,250	
Flour, bbls.....	30,000	29,900	36,000	39,800	

DULUTH.—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	2,179,822	6,611,298	524,560	1,354,734	
Corn, bus.....	267,670		20		
Oats, bus.....	333,890	264,873	76,974	424,881	
Barley, bus.....	119,286	474,017	50,829	421,208	
Rye, bus.....	11,368	28,959	5,741	56,990	
Flax seed, bus.....	149,862	1,363,663	65,037	389,994	
Flour, bbls.....					
Flour produced...	85,600	80,575	75,390	86,325	

GALVESTON.—Reported by H. A. Wickstram, chief inspector of the Cotton Exchange and Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	231,666	1,048,000	128,960	1,407,440	
Corn, bus.....	11,000	62,000		20,677	
Oats, bus.....	1,000				
Flour, bbls.....			24,313	29,827	

INDIANAPOLIS.—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	60,000	96,000	10,000	30,000	
Corn, bus.....	1,700,000	1,837,000	556,000	440,000	
Oats, bus.....	320,000	740,000	203,000	360,000	
Rye, bus.....	1,000	1,000	1,000		
Hay, cars.....	182	71			

KANSAS CITY.—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	1,572,000	2,653,200	1,440,000	2,120,400	
Corn, bus.....	4,716,250	1,981,250	3,283,750	947,500	
Oats, bus.....	918,000	793,900	1,353,200	583,300	
Barley, bus.....	32,300	9,800	2,800	11,200	
Rye, bus.....	6,600	19,800	4,400	2,200	
Kafir corn, lbs....	133,100	610,509	40,000	384,000	
Flax seed, bus.....	1,000				
Brn, tons.....	960	1,229	11,060	2,300	
Hay, tons.....	32,761	30,528	8,868	10,356	
Flour, bbls.....	8,250	18,500	106,750	147,250	

MILWAUKEE.—Reported by H. A. Plumh, secretary of the Chamber of Commerce:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	569,950	833,600	364,763	603,185	
Corn, bus.....	1,045,180	1,948,180	952,798	1,573,222	
Oats, bus.....	1,373,460	961,200	1,456,739	1,204,252	
Barley, bus.....	1,684,400	2,345,200	529,091	729,723	
Rye, bus.....	242,100	267,300	291,765	353,953	
Timothy seed, lbs..	62,400	180,000	120,000	210,000	
Clover seed, lbs....	195,535	332,755	667,430	1,350,000	
Flax seed, bus.....	58,800	96,000			
Hay, tons.....	2,935	5,322	456	504	
Flour, bbls.....	173,290	84,250	230,099	159,725	

MINNEAPOLIS.—Reported by H. W. Moore, statistician of the Chamber of Commerce:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	8,681,620	10,232,000	2,308,010	3,711,140	
Corn, bus.....	1,412,170	1,172,440	1,299,640	925,220	
Oats, bus.....	1,435,390	1,637,380	2,732,300	1,580,280	
Barley, bus.....	2,015,370	3,492,730	2,008,010	4,597,750	
Rye, bus.....	282,970	411,320	224,520	286,290	
Flax seed, bus.....	711,486	1,450,480	54,300	296,580	
Hay, tons.....	3,510	3,790	350	510	
Flour, bbls.....	51,476	76,831	1,526,174	1,634,610	

NEW YORK.—Reported by H. Heinzer, statistician of the Produce Exchange:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	231,000	3,562,000	3,641,383	5,241,259	
Corn, bus.....	1,611,925	1,568,625	39,066	1,939,230	
Oats, bus.....	1,444,175	1,430,450	523,567	1,699,931	
Barley, bus.....	581,400	392,700	1,159,230	888,662	
Timothy sd., bags			3,367	4,699	
Clover seed, bags.	3,198	6,142	3,173	11,653	
Flax seed, bus.....	161,200	488,800	23,670	201,019	
Hay, bales.....	21,842	26,654	10,099	11,914	
Flour, bbls.....	706,667	791,559	391,204	417,150	

OMAHA.—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	1,364,400	1,573,200	1,236,000	1,128,000	
Corn, bus.....	5,142,000	3,630,000	4,985,000	2,162,600	
Oats, bus.....	1,135,600	1,328,300	1,839,000	1,513,500	
Barley, bus.....	58,800	43,400	6,000	31,000	
Rye, bus.....	16,500	40,700	7,000	9,000	

PHILADELPHIA.—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	1,407,350	2,530,522	2,025,009	2,552,616	
Corn, bus.....	295,150	604,493	51,428	238,456	
Oats, bus.....	1,084,551	1,012,772	118,369	49,776	
Barley, bus.....	68,619	110,206	119,656	232,121	
Rye, bus.....	3,200	10,400		26,892	
Clover seed, bags.	1,489				
Flax seed, bus.....	48,203	305,934	115,500	494,660	
Hay, tons.....	7,245	7,909			
Flour, bbls.....	149,292	297,331	82,135	172,130	

SAN FRANCISCO.—Reported by T. C. Friedlander, secretary of the San Francisco Trade Association of Chamber of Commerce:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, centals....	312,709	255,522	97	165	
Corn, centals....	3,975	12,718	181	177	
Oats, centals....	28,878	11,890	10,260		
Barley, centals....	109,610	267,809	10,581		
Rye, centals....	4,910	1,295			
Hay, tons.....	8,507	7,085	2,912	1,107	
Flour, bbls.....	109,768	103,343	29,067	61,965	

ST. LOUIS.—Reported by Merchants' Exchange:

Articles.	1911.	1913.	1914.	1913.
Wheat, bus.....	1,961,730	3,410,400	2,039,730	2,889,284
Corn, bus.....	2,056,590	2,526,093	1,152,220	1,705,684
Oats, bus.....	2,703,760	2,535,309	2,209,830	2,107,890
Barley, bus.....	225,840	225,600	27,720	13,454
Rye, bus.....	25,400	17,600	10,880	23,254
Hay, tons.....	22,956	22,623	14,080	13,784
Flour, bbls.....	277,170	249,780	325,500	285,834

TRADE NOTES

The Maroa Manufacturing Company of Maroa, Ill., has been incorporated with a capital stock of \$25,000 to manufacture grain car loaders, mechanical and electrical specialties, etc. The incorporators are George A. Conover, H. R. Harpstrite and James A. Worsham.

The Muncie Oil Engine Company of Muncie, Ind., since the completion of the large addition to their plant have been able to fill orders promptly for their various sizes and types of oil engines. The economy of operation and reliability of service commends these engines to power users generally.

E. F. Wallace, representative of The Wolf Company, Chambersburg, Pa., distributed a useful souvenir at the recent meeting of grain men and millers at Lansing, Mich. It consisted of a leather bill book and card case, and was presented with the compliments of this well known Eastern mill machinery house.

Every grain dealer throughout the country may secure a copy of the new Federal Corn Grades to go into effect July 1, 1914, by writing to Hess Warming & Ventilating Company, 1210 Tacoma Building, Chicago. The grades are printed in large type on a card 9x6 designed as a wall hanger where reference can be made to it at any time.

Sprout, Waldron & Co. of Muncy, Pa., have established an office at Minneapolis, Minn., with Harry E. Collins in charge. Mr. Collins is an experienced millwright with practical experience as salesman and office manager. For a number of years he was chief engineer for the American Trading Company in China. He has established his headquarters in Room 218, Corn Exchange Building.

George A. Olney, who is said to be the oldest traveling salesman in the United States, and who has been for years in the employ of the Joseph Dixon Crucible Company of Newark, N. J., formally quit the road the first of the year after a service of fifty-eight years. A banquet was given him by the Kansas City traveling men. Mr. Olney is seventy-nine years old and will take up his residence at his home in Brooklyn, N. Y.

The Anglo-American Mill Company, at Owensboro, Ky., commenced building operations on January 1 on a much larger and more complete factory for the manufacture of the "Midget" Marvel Mill. This factory will give it about 20,000 square feet additional manufacturing floor space, and will give ample room in which to increase their output of the 50-barrel mill, on which it has had remarkable sales among the grain and milling trades.

Geo. J. Noth, manager of the western office at 9 South Clinton Street, Chicago, for Sprout, Waldron & Co., of Muncy, Pa., advises us that he has secured the services of Chas. D. Sutton, who will travel in Eastern Iowa, Illinois, Western Indiana and Missouri from the Chicago office. Mr. Sutton is an experienced machinery engineer and salesman and has been connected in various capacities with a number of large grain machinery concerns. He has a wide acquaintance in the territory through which he will travel.

The Invincible Grain Cleaner Company, Silver Creek, N. Y., celebrated the opening of what promises to be an excellent business year for the company by a banquet at Odd Fellows' Hall on the evening of January 30. The banquet was attended by all the officers of the company, heads of departments and employees numbering about two hundred and fifty people. The state and territorial representatives of the company were also present and a delightful as well as profitable time was enjoyed by all. F. C. Ielfield was the presiding officer and L. C. Huer acted as toastmaster, two very capable men who headed a list of speakers and entertainers chosen from among the best of the company's

and the city's talent. It was evident that the most cordial good feeling exists among all those connected with the Invincible company, a factor which contributes in no small degree to any firm's success.

The demand for a handy scoop truck about the grain elevator and warehouse is fully met by the Detroit Scoop-Truck Company of 2227 W. Jefferson Ave., Detroit, Mich. Their Climax Scoop Truck is a scoop on wheels and elevator operators who use

it claim they would not be without it at three times the cost. The manufacturers say that all up-to-date elevators have it.

The Philip Smith Manufacturing Company, of Sidney, Ohio, is presenting some of the principal machines which make up the well known Sidney Line, to the grain trade in handsomely printed folders in two or more colors. The machines include the Sidney Corn Shellers, Sidney Line of Grain Cleaners, the Smith Wood Roller Overhead Wagon Dump, Smith Safety Man Lift, Chain Drag Feeder and Standard and Telescope Flexible Car Loading Spouts. Any interested grain dealer may have his name placed on the mailing list for these and other Philip Smith Company literature by dropping a card to the home or any branch office.

NEWS LETTERS

[Special Correspondence.]

MILWAUKEE

BY C. O. SKINROOD.

President P. P. Donahue and Secretary Harry Plumb of the Milwaukee Chamber of Commerce, have taken an extraordinary interest in increasing the number of individual memberships in the Chamber of Commerce of the United States. Milwaukee was assigned 100 memberships by the officers of this national organization and great assistance was given Field Organizer W. E. Dorland of the National Chamber by the Milwaukee Chamber secretary in obtaining members among the maltsters and other business men. Among the members with grain or malt interests are Chilton Malt Company, Rubicon Malt Company, Grain Company, the Ladish-Stoppenbach Company, The Kurth Company, and the Manitowoc Malt Company. When the lists were closed, the number of members obtained was slightly above the 100 assigned to this city.

President P. P. Donahue and Secretary Harry Plumb of the Milwaukee Chamber left for Washington this week to attend the second annual meeting of the Chamber of Commerce of the United States. They will make a week's stay in the national capital. President Donahue is a member of the executive council of the National Chamber.

D. G. Owen says the dullness in the barley market for the past months appears to be due to the large stocks of malt on hand. Maltsters have not moved their product so readily because of the slack demand for beer and hence malt manufacturers are not urgent in their inquiry for barley. This has caused a rather indifferent market for barley for a number of days.

The Milwaukee Chamber of Commerce is making detailed preparations for the crop demonstration train which is to be run through a large portion of Southern and Central Wisconsin for the two weeks following March 9. There is extraordinary interest in the trip of the experiment train this year because members of the Wisconsin Bankers' Association executive council voted to share the expense of the train and to co-operate in making the work effective. The train will visit fourteen or fifteen towns, one in each county usually, spending one day in each place. The bankers will advertise the train extensively, the bankers in each town visited sending out pamphlets and invitations to all their patrons and many others. The train will have several coaches containing picture and lecture facilities, charts, equipment, exhibits of pure bred grain and model machinery and several professors from the college experiment station at the University of Wisconsin, Madison, will be on the train to instruct and demonstrate to farmers how the maximum crops of grain can be raised. The Chamber of Commerce has a particular interest this year in sending its officials along on the train to show the farmers the function of the Milwaukee Chamber and other boards of trade in handling the grain of the farmer for a mere fraction of a cent per bushel. The Milwaukee Chamber officials assert that there is much misunderstanding among farmers and grain men of the real value of grain exchanges. Farmers assert that the exchanges are gambling dens. The lecturers will point out the great value of the exchanges, their necessary work in the handling of grain and how this work is accom-

plished at a nominal expense. Secretary Plumb is expected to be one of the Chamber lecturers on this train. Both train and halls will be used to make the visit in every town effective, and entertainment features will be provided as well as instruction for the thousands of farmers who are expected to be on hand when the train passes through.

Secretary Plumb of the Milwaukee Chamber asserts that Senator McCumber bobs up with his bill to regulate the exchanges every year and has done so regularly for the past ten years. Mr. Plumb maintains that the federal inspection of grain means that politics will be injected into the inspection business and that much poorer results are probable than are now obtained from the state and exchange inspection, which now prevails. "Imagine the confusion," says Mr. Plumb, "if the state or the Milwaukee Chamber would handle the inspection of state shipments of rye and barley at Milwaukee and the federal government should inspect the interstate shipments. The condition would be chaotic in the extreme. The federal inspectors would probably have to be engaged to inspect state shipments also in order to maintain uniformity of inspection. What the grain men of Milwaukee want is not a chief federal inspector at every big market, but merely federal control of the present method of inspection. If the federal government lays down certain grades for grain, then these would have to be maintained by the Milwaukee inspector and if errors were found, the federal government might have the power to take away the inspector's license and the Milwaukee Chamber would have to supply an inspector who could grade properly according to federal standards, or suffer the consequences in the markets of the country."

Mr. Plumb maintained that it might be practical to have the same corn grades all over the country because there is not much variety in corn quality, but wheat, for instance, with all its colors and kinds would be very hard to grade according to uniform national standards. These are all great obstacles in the way of federal inspection of grain, according to Mr. Plumb.

Milwaukee Chamber of Commerce is expected to have testimony at Washington in the hearing on regulation of the exchanges of the country. The exact date of appearance has not yet been determined.

The Milwaukee Chamber fixed the rate on grain advances for February at 5½ per cent which is the lowest rate permitted for many months and another indication of the unusual ease in money rates since the turn of the year.

The figures on the relative size of Milwaukee's industries, which were published shortly after the opening of the new year, show that Milwaukee has a beer and malt tonic business which ranks fifth among the city's enterprises. This is a standing source of wonder to visitors to Milwaukee, to learn that the breweries are not Milwaukee's first and foremost industry. Milwaukee is, however, one of the chief malt centers of the world. The consumption of barley is larger here than in any other city and this makes a very excellent market for barley here. The grain is not shipped on to other markets after arriving here. It is kept here and used here. Milwaukee grain men point out that the logical result is that barley shipments should be directed to Milwaukee at first instead of having the

cars make a detour to Minneapolis or other cities and then have them sent finally to Milwaukee.

* * *

The Milwaukee Chamber has recently made a very interesting investigation on the size of cars now compared to those used ten, twenty and thirty years ago. The car capacity is now from 2½ to 3 times the capacity of thirty years ago. This illustrates the fact that a comparison of carload business today and ten years ago, for instance, would be very misleading, since the capacity of cars is now so much larger than before. The figures were obtained by taking actual figures on shipments for a period of several days, this being the first grain car carrying capacity computed in any American grain center. The table follows:

	1914.	1904.	1894.	1884.
Wheat, bushels	1,225	1,100	650	465
Corn, bushels	1,275	950	650	480
Oats, bushels	1,900	1,300	1,000	900
Barley, bushels	1,380	950	800	575
Rye, bushels	1,135	800	600	480

* * *

The directors of the Milwaukee Chamber passed a resolution asking the Organization Committee of the Reserve Board to choose Baltimore as one of the reserve bank centers in order to facilitate the financial side of the grain exporting business. Baltimore is apparently the most convenient port of shipment for Milwaukee and this has led to the demand for the best banking facilities.

* * *

E. O. Wright, Menomonee, Wis., was elected president of the Wisconsin State Millers' Association in session in Milwaukee at the Hotel Pfister, Jan. 23. The other officers are H. F. Gustavus, Oshkosh; secretary and treasurer, E. J. Lachman, Neenah; directors, J. P. Horton, Grand Rapids; E. H. Hooker, Wausau, and R. E. York, Portage. No action was taken on the question of handling rye products to better advantage.

* * *

Field Secretary Roy of the National Rivers and Harbors Congress, who was in Milwaukee recently looking after the interests of his organization, says the new law prohibiting railroads from exercising any degree of control over boat lines will be of great effect on the lakes. He maintained that railroads dominate the Great Lakes grain trade and practically eliminate competition and help to reduce grain shipments by lake East from Milwaukee. He urged that railroad terminals are so congested frequently that they cannot handle freight adequately and the only possible relief is by better facilities and lower rates for shipments by water. Mr. Roy predicted a great advance in water shipping both from Chicago, Milwaukee and other lake points within the next four or five years. He cited the wonderful development of waterways and harbors in Germany as being a forecast of what is coming at the Great Lakes in the way of harbor development.

* * *

The secretary of the Milwaukee Chamber was commissioned by the board of directors to investigate some method of providing sickness and disability insurance for the seventy or eighty employees of the Chamber. Under the present arrangement, disabled employees are merely retained on the payroll even if unable to work. Some employees have been thus provided for for many months. The pension system is cumbersome and undesirable in many respects according to officials of the Chamber and all those really in distress are relieved under the present informal method of provision on the regular payroll.

* * *

Secretary Plumb of the local Chamber in giving a general report on the total shipments of grain from Canada as a result of tariff reductions declared that so far as he knew there have not been any shipments of barley to Milwaukee since the tariff was cut, but several thousands of bushels of oats have been shipped in here with some slight effect on the market. The competition of Canada has been potential rather than actual, sentimental rather than in fact, and still Canada has had some appreciable effect in determining of prices.

* * *

Wallace G. Bell says the sudden slump in prices of corn was largely instrumental in shutting off the source of supply suddenly. Farmers quickly stopped selling their corn after the decline and shipments were never resumed again, he said. The offerings of Argentine corn on the Eastern seaboard and in Liverpool were largely instrumental in dragging down American prices, according to Mr. Bell.

* * *

The output of malt in Milwaukee in 1913 was more than 16,000,000 bushels from the nine local plants and about 15,000,000 bushels of barley were required.

* * *

Officials of the Milwaukee Chamber manifested keen interest in the tests by the Department of Agriculture showing that corn that is in bad condition shrinks in weight very rapidly and that the atmospheric conditions have much to do with the

relative speed at which corn weights shrink. The possibility of a shrinkage in a car of 40 bushels in a trip from Baltimore to Chicago and back, was considered most remarkable.

* * *

A. A. Breed, chief inspector of the Milwaukee Chamber, says that an occasional car of Northern wheat arriving here contains a mixture of Egyptian, or hullless barley.

* * *

According to figures, Wisconsin produced about one-sixth of all the rye raised in the United States in 1913, the total product being worth about \$4,000,000.

* * *

The value of Milwaukee's grain receipts in 1913, according to prices in December, would be about \$36,000,000.

* * *

Bernhard Sterns & Sons, proprietors of the Atlas Flour Mills, have erected a very commodious office building.

* * *

The Milwaukee delegates of the local Chamber to the Council of Grain Exchanges at Chicago were President P. P. Donahue, Secretary H. A. Plumb, Wallace M. Bell and A. R. Templeton.

[Special Correspondence.]

KANSAS CITY

BY MURRAY E. CRAIN

H. G. Wilson has looked after the transportation end of the Board of Trade with his usual efficiency



HENRY G. WILSON

Transportation Manager, Kansas City Board of Trade.

during the past month, his department continuing to run at top speed under the heavy pressure. One of the recent accomplishments of note was the suspension of proposed advanced rates on grain and grain products from Kansas City to southern points. The Texas & Pacific and the Louisiana & Texas, a branch of the Southern Pacific, were the two roads which proposed to elevate the tariffs on grain. Mr. Wilson, with the members of the Board of Trade, saw no reason why this should be done, and took the matter up with the Interstate Commerce Commission, with the result that a ninety-day suspension of the increases was granted. The case will be heard some time before the expiration of the limit set. A case to be heard in the immediate future, and to which much importance is attached, is the Memphis, Tenn., rate case, known officially as the Board of Trade vs. the St. Louis & San Francisco Railway, et al. An attack is made on rates from Kansas City to Memphis and other Southern points. February 18 has been set for the date for the hearing by Commissioner Meyer of the Interstate Commerce Commission. Mr. Wilson will represent the Board of Trade at this hearing, having recovered from a severe cold, which forced him to rest for several days.

* * *

The first half of the past month opened up briskly with grain men of Kansas City, movement being freer all around. Indications also are taken to be generally good. One of the favorable factors in the situation is the way farmers of Iowa, the Dakotas and other states are turning loose of their surplus grain, in contrast to the tenacity with which they have held on to it for some time past. Sixty-two cents and thereabouts has been offered for corn f. o. b. Kansas City, and this figure evidently is satisfactory to the growers, leaving them

in the neighborhood of fifty cents for themselves, with freight rates deducted. Other grain is showing almost as much activity, and with the exception of a few dull days the past two weeks have been excellent.

* * *

The newly-elected directorate of the Kansas City Board of Trade took care of a few loose odds and ends during the past month, electing E. D. Fisher, of the Fisher Commission Company, treasurer to succeed himself. This was a duty which the Board neglected to perform at its organization meeting, when it contented itself with re-electing E. D. Bigelow secretary and appointing a number of committees to act for the ensuing year. The Board also went through the routine of reappointing A. R. Ware head of the inspecting and sampling bureau and performing the same service in the case of J. G. Goodwin, chief weighmaster. The Board also has approved the application of H. F. Probst, of the Probst Grain Commission Company, for a seat on the Exchange, in the stead of Amos Martin, who has been inactive for some time past. This was the only change of this nature during the past month.

* * *

A case which has attracted wide attention in grain circles and which for a parallel forces a return to that of Dorothy Arnold, is that involving the disappearance of Miss Marion Bombeck, the 16-year-old daughter of J. D. Bombeck, connected with the Henry Lichtig Grain Company. Miss Bombeck disappeared from the family residence at 301 Hardesty avenue about a month ago, under circumstances as perplexingly simple as did Miss Arnold. The girl left the house to mail a letter shortly after dinner, and was apparently swallowed up by the earth, as far as any further trace of her extends. The Kansas City police department is baffled after putting its most skilled sleuths on the case, which seems likely to go down as one of the unrecorded ones of history.

* * *

F. G. Crowell of the Hall-Baker Grain Company added another wreath to his collection as the representative of the Kansas City Board of Trade before the committee, which is to decide on the location of the new Federal reserve banks. Secretary of the Treasury McAdoo appeared in Kansas City as the leader of the committee and was confronted by leaders in all lines of business. Among these was the prominent grain man, who was delegated by the Board of Trade to present Mr. McAdoo with a few cogent reasons why Kansas City should be selected as the site for one of the institutions. Mr. Crowell followed this course to the letter, and gave Mr. McAdoo statistics on the grain business of Kansas City that undoubtedly had great weight with that official. If Kansas City secures one of the regional banks, as appears pretty certain, the grain trade may credit itself with playing more than a minor role in effecting the decision.

* * *

From Kansas comes the tidings that the secretary of the State Board of Agriculture is to be made appointive by the State in the future, instead of elective by the Board itself. To attain this end, a special act will be presented to the next legislature, taking away this appointive power from the Board. Grain men who have watched the situation closely are not highly enthusiastic over the new plan. The Kansas State Board of Agriculture, especially during the long period that F. D. Coburn was secretary, did work that could hardly be improved upon, and it is feared that the new methods would tend to make this office something of a political football. Two other organizations also will be affected should the proposed measure be passed, these being the State Historical Society and the State Horticultural Society.

* * *

Every grain man who glances through the daily prints is acquainted with the noted turkey which has been utilized by the Southwestern Milling Company for the past three years in connection with Aristos flour, the company's leading brand. Thus the consternation with which officers of the milling company were seized when it was found that the famous turkey had disappeared, may easily be imagined. Advertisements were immediately placed in the Kansas City papers, offering a cash reward for the return of the turkey. Ed. Rae, a resident of one of the outlying sections of the city, was the fortunate discoverer of the turkey and the winner of the reward. Mr. Rae, however was not aware of the fact that the turkey he had found differed from any other, and he was eyeing the bird in joyful anticipation when neighbors called his attention to the fact that the turkey had red plumage, possessed a distinguished air, and, in short, was altogether different from the ordinary run of turkeys. This being established, the ad. was seen and the restoration followed. The Southwestern Milling Company found the turkey, now used, after a long search for a bird which would adequately advertise Turkey Red wheat, used in the manufacture of Aristos flour. During the three years the present incumbent has held office, it has toured the country, nonchalantly

captured prizes at all of the fairs worth attending, and ended its career to date by escaping from its keepers recently.

* * *

Grant Gates, 19, and Hubert Corken, 16, registering from Nodaway County, Mo., have the honor of having grown the biggest acre of corn in the State during the past fall. Considering the poor average yield of the State, the performance of the two young men is the more noteworthy. The two boys raised 109 bushels and 35 pounds on one acre. Then just to show their ability, they took second prize with 95 bushels and 40 pounds to an acre. They were recently awarded the two prizes at the State Corn Show at Columbia. The 109 bushels was grown on Nodaway river bottom land on which nine consecutive crops had previously been grown. The variety was Boone County White. It was planted after the field had been disced twice, and the corn was cultivated four times after it had shown above the surface.

* * *

John I. Glover, a well known Kansas City grain man, is planning to become the owner of an office building and spend much of his future time in clipping government bonds. Mr. Glover recently acquired a big piece of land, 75 by 172 feet, on Eighth street, running from Wyandotte to Central. A six-story office building will be erected, according to present plans. The consideration involved was close to \$80,000, indicating that Mr. Glover's work in the grain field has not been utterly unprofitable.

* * *

Grain men have exhibited a good deal of interest in reports from Lawrence, Kan., the home of Kansas University, that corn oil may be used as a substitute for olive or cottonseed oil. Corn oil is a new by-product from cereal manufacturing, and is said to have many of the properties of the more expensive classes of oil.

* * *

The Murphy Grain Company, through William Murphy, has filed a complaint with the Missouri Public Service Commission at Jefferson City, asking that the Missouri Pacific and Frisco railroads be compelled to establish a subway crossing at Fiftieth Street, Kansas City. The matter is one which was taken up by the municipal authorities some time ago, but which was allowed to drop without decisive action.

* * *

R. A. Norris was arrested at Burdett, Kan., following a fire which destroyed the depot and two loaded freight cars, one containing wheat and the other Kaffir seed. The cars had been loaded at the elevator of the Rock Milling and Elevator Company. It is alleged that the amount of grain in the cars was far less than that billed out. It is also charged that checks to the amount of several hundred dollars had been forged.

[Special Correspondence.]

PHILADELPHIA

BY E. R. SIEWERS.

In one of the most exciting and stubbornly contested elections held for the official mastery of the Commercial Exchange, which was conducted on the grain floor of the big Bourse Building, during a close four hours poll on the last Tuesday in January, Louis G. Graff, the head of the well known export grain firm of L. G. Graff & Son, out of a total vote of 285, was chosen president by 47 majority. His opponent who came into the active race rather late in the campaign, since the death of his distinguished father, has been the senior member of the prominent old-time general grain, hay, and feed firm of S. C. Woolman & Co., which was established here nearly a half century ago, and while he has served as director and as a member of all of the important committees of the Exchange and is yet a young man and one of the most popular on the grain floor, he was defeated by former Vice-President Graff, who served in that capacity during 1911-12-13. Of the ten nominees for the two-years directorate term, Jacob Beiswanger, Emanuel H. Price, Robert Morris, George M. Richardson, George M. Warner and William H. Hahn were elected by a vote range running from 165 to 195, while Samuel L. McKnight, William M. Richardson and Sidney Street, three of the outgoing directors, together with William A. Huey, fell behind the breastworks of the victors, the holdover directors being Horace Kolb, George C. Shaw, F. Marion Hall, Jacob B. Pultz, Winfield S. Woodward, and Walter K. Woolman.

C. Herbert Bell, treasurer of the Quaker City Mills Company, moved out of his position as director and was chosen vice-president of the Exchange without any opposition, and Joseph W. Beatty, who has just closed his seventh annual successive term as treasurer, was unanimously re-elected.

President Louis G. Graff is the namesake of his late father, who entered the grain business at Loudonsville, Ohio, in the early days when horseback riding prevailed and before the present trunk line

railroads spanned the country. In his general store was a trusty clerk who, in after years, became the wealthy merchant, Strong, of New York City, and who was honored by becoming the mayor. The elder Graff's father had sole charge of the clubhouse and grounds of the German princes at Hapsburg, and it was his son's pleasure to state that when a young man, he had played ten pins with Prince Albert, the consort of Queen Victoria, and that the former mayor of Pittsburgh, Pa., was one of his sons-in-law; thus President Graff's ancestral and family connections have been quite noted.

His father was director of the Commercial Exchange in 1872 and served as its vice-president during 1873, and President Graff was a director for the years 1897 and 1898 and has served on a number of its important committees. He resides at Saylesford, a suburban site along the main line of the Pennsylvania Railroad. The outgoing president, Antonio Sans, in presenting to the Exchange the report of the board of directors and various committees with their work of the past year, referred to the sound financial condition of the association and its efforts in a number of important matters to improve the general grain trade. President-elect Graff joined in an optimistic strain on the day of his installation, and while hailing with delight the near opening of the new modern million-and-a-quarter-bushel Girard Point grain elevator, he strongly urged the placing in service additional barges and floating elevators to keep fully in pace



AMBROSE B. CLEMMER

Secretary, Commercial Exchange, Philadelphia.

with the increasing future grain business of the port.

After the new board of directors met for organization and appointment of office officials and under-employees of the Exchange in addition to the secretary and chief grain inspector, it soon became known that in a close vote of 6 to 8 Secretary Frank Evans Marshall had been retired as secretary, having served for the last six years, being originally appointed under the presidency of James Hancock in 1898, following the death of Secretary Lawrence J. Logan. Ambrose B. Clemmer was appointed in his place to serve for the year 1914 and it was stated that the salary had been reduced \$1,000. There was surprise and considerable indignation expressed by the friends and supporters of Mr. Marshall, so suddenly was the change made. But as it was the will of the victors, the active membership of the Exchange has been endeavoring ever since to humbly submit to the situation and while even those who opposed Mr. Marshall's re-appointment openly acknowledge his ability, the laconic reason given for his displacement has been announced "for the good of the cause."

* * *

Secretary Ambrose B. Clemmer is 61 years old, having been born in Berks County, Pa., near Boyertown in October, 1862, and started out in life as a farmer boy. Later on he became a school teacher and for a time was an accountant in a country banking establishment. In the fall of 1884 he came to Philadelphia and joined forces with the grain firm of A. B. Hackman & Co., of 122 South Second Street, and through the ill health and later retirement of Mr. Hackman, he, with the late Milton Shive, absorbed the greater portion of the firm's business. He has been a member of the Commercial Exchange for the past quarter of a century and actively engaged as a grain broker. After the decease of Director Barnabas Devitt, he

fell heir to considerable of his trade, they being long-time friends. During former vacancies in the secretaryship, Mr. Clemmer's name has been prominently mentioned as a suitable candidate. One of his sons, a graduate of Pennsylvania State Agricultural College and a chemist there, now occupies a responsible position with the Bureau of Health in Cleveland, Ohio, and another son is a promising student in horticulture at the same institution.

Mr. Clemmer served with distinction as the chairman of the Complaint Committee of the Commercial Exchange and his office headquarters have been in 437 Bourse Building. For twelve years he has been superintendent of the Seventh Street Methodist Episcopal Church Sunday School. He is a thoroughbred accountant and penman, of a rather retiring and modest disposition, though firm in his views of justice and right, of gentlemanly demeanor and entirely approachable, and as a man of experience and very considerable ability, it is now freely predicted that he will conduct the office of secretary of the Commercial Exchange in an impartial and satisfactory manner to all interests in the trade.

There was considerable of a "shake-up" in some of the leading committees, President Graff being of a fixed opinion that directors of the Exchange should not predominate in the Grain Committee, carried out that idea in the appointments be made.

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A modernly equipped and commodious floating elevator is to be put in service by the Philadelphia and Reading Railway to work in connection with the Port Richmond elevator.

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The Washington County Alfalfa, Mixed Feed & Milling Company, of Fort Calhoun, Nebraska, has become a member of the Commercial Exchange.

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The office force of the Exchange has started on the preparation and compilation of the Sixtieth Annual Report.

* * *

The new Dock Street pier has just been opened by the city and this is the beginning of very extensive river front improvements.

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Bran from the Argentine Republic is being displayed in samples here, and a cargo of 180,000 bushels of corn, all duty free, is expected here soon, being well on the way and shipped to E. E. Delp & Co., to arrive about February 16. It is a very small corn, and portions of the kernels are being used as pigeon feed.

* * *

Captain John O. Foering was re-appointed chief grain inspector for 1914, as well as Henry E. Tumulty, assistant secretary, and Lorenzo J. Riley, stenographer.

* * *

Jacob Beiswanger of the Provision Committee had the highest vote in the directors' list, it being 195.

[Special Correspondence.]

TOLEDO

BY E. F. BAKER.

The corn market, which has been greatly depressed the past few weeks owing to the unseasonable temperatures, has finally been stimulated by prevailing weather conditions. The present cold "spell" began Saturday and immediately the market began to tone up. The continued damp weather has seriously curtailed the corn output and curing of the grain has been out of question. Country conditions, however, are now fine for handling and movement and the market continues strong once more.

A greater firmness is also apparent in the wheat market. The soft wheat received at the local market shows gradings of 99 per cent to red wheat. Receipts the past week, although not as large as the week previous, were almost double those of a year ago. Some May wheat sold on call the past days.

Shipments of clover were unusually heavy. This market appears in a very healthy condition and there are predictions afloat among the local trade of big demands this year and undoubtedly higher prices. Present receipts are fairly liberal.

During the past week receipts aggregated 46,000 bushels of wheat, 75,600 bushels of corn, 27,200 bushels of oats, clover seed 1,110. The shipments amounted to 111,900 bushels of wheat, 118,200 bushels of corn, 52,000 bushels of oats, and 3,315 bushels of clover seed. Cash wheat is quoted here at 99½, cash corn 65¼ and cash oats 41¼ cents. Clover closed at \$8.85.

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Cyrus Culp of the Northwestern Milling and Elevator Company reports having sold a little flour during the week for export purposes. This is an unusual feature of the selling market.

* * *

Let no one henceforth speak lightly of the bowling ability of any of the local grain men. Previous to last Thursday, February 5, all bowling honors

were zealously held by a picked team of the grain dealers, who are proudly listed with the House League of the local Colonnade Alleys. Most appropriately they had termed themselves the "Professionals." It transpired, however, that they have met their "Waterloo" and unkind fate had destined as their conquerors a team of their old-time rivals, who did not "make" the "All-Star Professional Grain-men's team." They styled themselves the "Dubs" and sent a bold challenge to the "Professional" pin men. It was accepted. The night of the match the alleys were lined with enthusiastic "rooters." It is rumored that bets were easy to procure, 10 to 1 on the "Professionals." Whether he "bet" at random or had a remarkable insight into the prowess of the "Dubs" is not known, but when the finals "showed up" the "Dubs" with the victorious score of 949 pins. David Anderson of the National Milling Company was enabled to "cash" many wagers. Nine hundred and forty-nine pins is no mean score. Even the Professionals admit that, and rivalry is running keen. This week there will be a match between mixed teams of "Professionals" and "Dubs." The brilliant line-up of the "Dubs" was William Wendt, assistant secretary of the Produce Exchange, John Stire of Walter Fitch Company, Henry Raddatz of the W. H. Raddatz Company, David Anderson, president of the National Milling Company, John Husted of C. A. King Company and William Annin of W. H. Morehouse Company, who made single high score of 192. The "Professionals" rolled as follows: George Beeley of C. A. King Company, Harry DeVore of W. H. DeVore Company, Wallace Applegate of W. A. Rundel Company, George Rudd of the National Milling Company and Dick Sheldon of the S. W. Flower Company.

Charles F. Burge of the S. W. Flower Company and Mrs. Burge and Fred W. Jaeger of J. F. Zahm & Co., and Mrs. Jaeger will leave for a few months' European trip in May. They will sail on the *Imperator*. This is their first trip abroad.

David Anderson of the National Milling Company has evidenced a keen interest in agriculture lately. He is inspecting various farm offers. Mr. Anderson's son recently graduated from the agriculture department of the University of Wisconsin.

[Special Correspondence]

BUFFALO

BY ELMER M. HILL.

Charles T. Doorty and Vernon A. Ellsworth, two of the best known grain men in this part of the country, have formed an incorporation to continue the grain brokerage and commission business established more than 30 years ago by O. G. Spann under the name of the O. G. Spann Grain Company. For the last fifteen years Mr. Doorty has been associated with the Spann company and Mr. Ellsworth was also connected with the firm for some time. Mr. Spann has retired from active business because of ill health.

The Doorty-Ellsworth Company as the new firm will be known, will make a specialty of handling barley in cargo and carload lots. They will operate a strictly brokerage and commission business. The firm is a member of the Buffalo Corn Exchange and like other progressive concerns, is also a member of the Buffalo Chamber of Commerce. The grain men and elevating interests of Buffalo and western New York are wishing Messrs. Doorty and Ellsworth continued success. The firm will represent in western New York several large Chicago grain firms.

More than 250 employees of the Invincible Grain Cleaner Company of Silver Creek, N. Y., enjoyed their annual banquet in the Odd Fellows' hall on the night of January 30th. One of the principal features of the evening was the close fellowship that existed between the employees and the heads of the company. It has been the custom in this company for the employees to have as their guests at social gatherings, not only their employers but also as many of the traveling men as can attend. At this banquet all of the road men were present as well as all of the company officials. F. C. Ielfield was chairman of the affair and L. C. Huer acted as the toastmaster. The toasts were responded to by many of the workmen, some of whom were ladies. Village clergymen also spoke briefly to the diners. At the conclusion of the banquet the party went to McCarthy's dance hall nearby where the steps of the light fantastic were enjoyed until the wee small hours of the morning. A vaudeville programme was also carried out during the course of the evening's entertainment. Occasions of this kind are frequent among the employees of the Invincible Grain Cleaner Company.

The agricultural extension department of the state college at State College, Pa., has awarded prizes for the best corn grown by boys and girls. Paul B. Florey, of Pequea Creek; Noah Hershey

and C. C. Brinton of Christiana were the prize winners. The first prizes were all expenses of a winter course in agriculture at the Pennsylvania State College.

The Board of Army Engineers in a report has recommended the improvement of the Niagara River at Tonawanda, N. Y., by providing a 23-foot channel at the cost of \$300,000. The present channel is but eighteen feet deep so that the big grain carriers bound down the lakes from the great grain shipping ports on the upper lakes are unable to reach elevators at the Tonawandas. It is confidently expected by grain interests that with the improvement of this channel and the opening of the Black Rock ship lock, the largest inland waterlock in the world, connecting the Black Rock harbor at Buffalo with the Niagara river, more grain elevators will be built in the vicinity of Tonawanda.

The Husted Milling Company of Buffalo, the Acme Milling Company of Allegheny, Pa., and Flet Bros. and Gage of Olean, N. Y., have complained to the Interstate Commerce Commission as to the application of milling in transit rules by the railroads in their territory. They allege the railroads are charging from five to seven per cent more than the legal rate for the transit privilege on grain. It is further alleged a charge of more than one-half cent per hundred pounds is unreasonable. The commission is asked to apply reasonable transit privilege

declares it was not of incendiary origin, as believed by the fire insurance people.

A consolidation of three big milling and grain interests in the city of Jamestown, N. Y., was consummated early this month when W. W. Campbell, president of the Electric Mills Company, sold his interest in that business and also in the Purdy Bros. and Smiley Company, grain merchants, to his associates, who have consolidated these two firms and also acquired the business of Purdy Bros., flour and grain brokers.

Mr. Campbell has been president of the Electric Mills Corporation and active in the Purdy Bros. & Smiley Company, as well as a large stockholder in both. With the consolidation of the three firms, Purdy Bros. & Smiley Company, and Purdy Bros., are voluntarily dissolved. Mr. Campbell, who was president of the Electric Mills Company, formerly conducted a retail feed store and business in Broadway Square, Jamestown.

About four years ago the Purdy brothers became associated with him, forming the Electric Mills Company and building the big mill in Taylor street where the milling business of the company is now carried on. The growth of the business has been very remarkable, and, taken in conjunction with the warehouse business in the grain trade, the firm is known throughout the East for the volume of business handled.

The consolidation of the three branches of the



PLANT OF THE ELECTRIC MILLS COMPANY, JAMESTOWN, N. Y.
Which Figured in a Big Consolidation of Grain and Milling Interests.

rates, preferably a rate of half a cent per hundred pounds or \$3 per car.

A verdict of \$300 has been secured against the George Urban Milling Company of Buffalo by Lillian Burke as guardian for James Burke, an infant. It is alleged the plaintiff was injured in an accident in the milling company's plant last year.

Farmers in New York state are given further protection in a decision by the Attorney General that grain and hay brokers who act as commission merchants must be bonded and licensed by the state. He said, however, that members of exchanges who merely act as brokers and who do not have the farmers' commodities actually consigned to their possession need not be licensed.

Grain merchants and elevator men, not only in New York state, but throughout the country will be surprised to learn of the death of Warren Ferrie Chandler, for many years prominent in the grain and forwarding business of Buffalo and western New York. Mr. Chandler died at his home at 37 Crescent Avenue in January. He was born in East Hamburg, Erie County, 62 years ago and when nineteen years old went into the oil regions of Pennsylvania where he spent several years. Upon his return to Buffalo he became associated with Petrie & Green, grain forwarding merchants, and later he became associated with Otto G. Spann in the grain business under the name of Spann & Chandler. For fifteen years he was connected with this firm and then he joined Dudley M. Irwin.

The National Fire Underwriters' Association has offered a reward of \$500 for the arrest of the person causing the recent fire in the Grandin Mills in Jamestown, N. Y. Fire Chief Fred H. Wilson after conducting a thorough investigation into the cause of the blaze has made a statement in which he states the fire was started from natural causes and

business under one executive head and into one great company is looked upon as a move to greater possibilities. It will lead to a great saving in the office and accounting necessary in handling a business of this size and it further brings it into the control of a number of men, closely related, four of the members of the new board of directors being brothers, who have long been associated in the grain business and are thoroughly practical and efficient business men.

The new board of directors of the Jamestown Electric Mills includes William G. Purdy, who has been elected president to succeed Mr. W. W. Campbell; Roy G. Purdy, his son, who becomes vice-president; Charles M. Purdy, secretary and treasurer; and the following directors, Frank A. and Charles S. Purdy, William V. Stearns and J. Delcavan Curtiss.

The property which is consolidated under the ownership of the Electric Mills Company includes not only the mill on Taylor street, but one large warehouse two warehouse buildings 200x50 feet in size, located on Lister street; one warehouse 50x100, located on Steele street; one warehouse of nine carloads' capacity, on West Second street; and also the retail flour, feed and seed store known as the Hayward store, in East Third street, together with trackage leading to these mills. The property is valued at upward of \$300,000 and the business handled runs into the hundreds of thousands annually.

Yeggs broke into the office of Thomas F. Kenny, a grain merchant at 346 East Seneca Street late in January and after forcing the lock on the safe, escaped with cash and notes valued in excess of \$500. There is no clue to the men.

Motion for a new trial by the defendant and the complainants in the action of Richard S. Patterson, the Wilkes-Barre, Pa., grain merchant, against the Buffalo Corn Exchange, were denied by Judge John R. Hazel in United States court for the west-

ern district of New York several weeks ago. The complainant was awarded a verdict of \$2,000 after the case had been heard by a jury. Both parties moved for a new trial, the complainant on the grounds that the award was not sufficient to satisfy his case; and the defendant that they were not guilty of the charges made by Patterson. Judge Hazel in his written opinion denying the motion, held that the trial was properly executed and that the evidence was submitted to the jury in full. Patterson alleged he was blacklisted and boycotted on the Buffalo Exchange so that he was prevented from buying grain and grain products in the local market.

* * *

George Foran of Ellicott Place, Depew, Erie County, is under arrest charged with stealing a quantity of grain from barns of farmers in the vicinity of Bowmansville. Foran is the third to be arrested for a series of petty grain thefts from farmers in western New York. All men have been bound over for the grand jury.

[Special Correspondence]

INDIANAPOLIS

BY F. J. MILLER.

A full year has now passed since the enactment of the new Public Service Commission law which it was feared would prove such a blow to small grain elevators all over the state, and yet nothing disastrous has happened. The Commission has been in working order for several months and has taken up a number of important questions, but has not yet paid any attention to the grain elevators, which it is empowered to regulate. But because it is known that the Commission has more work than it can do, and will eventually get around to many things not yet taken up in public, the elevator men are still watching closely to see how they may be affected.

The law creating the Commission gives it the power to require all grain elevators which accept general business and are therefore public utilities to classify their work and keep detailed records of a sort now undreamed of. Whenever this extensive bookkeeping plan is required of the smaller elevators, if it is, it will mean that many of them will have to close up, for the expense of clerical work will be more than they can afford. Of course, books are kept now, but in scores of instances they are not such as would satisfy the commission. That is why, with a whole year gone, the dealers are wondering how long they will be left alone and whether, after all, the Commission will exercise this drastic power unless unsatisfactory conditions and complaints of customers require it.

* * *

By a decree of the Marion County Circuit Court the F. E. Janes Coal and Grain Company has changed its name to the F. E. Janes Grain Company of Indianapolis.

* * *

The Orleans Mill and Elevator Company of Orleans has been incorporated with a capital of \$15,000, to operate flour mills and grain elevators. The directors are E. M. Heise, A. Heise and P. Heise.

* * *

The Governing Committee of the Indianapolis Board of Trade has been active in general state and national affairs recently, as well as in those pertaining strictly to Indianapolis. On recommendation of the National Civil Service Reform League it expressed itself to the Indiana congressmen as opposed to the raid which was proposed on the assistant postmasters in first and second-class post-offices. This would have affected the Indianapolis postoffice, with which the Board of Trade members have an enormous amount of business. The Committee was willing to indorse the movement of the St. Louis Business Men's League for a regional reserve bank in St. Louis, but expressed itself as of the belief that Indianapolis should be included in the district with Chicago.

In accordance with the recommendation of the joint conference committee, representing the Board of Trade and the Indianapolis Chamber of Commerce, the Governing Committee approved the suggestion that a joint committee be appointed to take charge of the proposed state cereal exhibit, for the purpose of obtaining the best sample lot of Indiana cereals for display at the Panama-Pacific Exposition.

The Governing Committee indorsed a resolution that had been adopted at the fifth annual meeting of the Council of Grain Exchanges in Chicago. The resolution declared that before any legislation be acted on by Congress to regulate the dealing in farm products throughout the country, including boards of trade, grain exchanges, etc., a commission be appointed by Congress to investigate the workings of such grain exchanges and make recommendations.

* * *

The Membership Committee of the Board of Trade has announced that at a recent sale of the stock of deceased members some of the shares sold

at a price of \$12.50 a share, the par value of each share being \$10. This is a record sale price.

* * *

Otto R. Lieber, L. K. Ascher and Samuel O. Dunagan have been nominated for a position on the Governing Committee of the Board to succeed Charles A. Greathouse, resigned.

* * *

A new organization, the Sheldon Equity Exchange, has been formed at Sheldon and incorporated with a capital of \$25,000. It will buy and sell grain and other farm products. R. Kimmel, J. R. McMahon and A. P. Henry are the directors.

* * *

The Windfall Grain Company of Windfall has increased its capital stock to \$80,000 and has increased the number of its directors from three to five.

* * *

The Farmers Co-operative Grain and Coal Company of Frankton, which was formed recently, has bought a site near the Pennsylvania tracks and across the street from the station, and will erect a grain elevator there. The directors for several weeks negotiated with another company for the purchase of an elevator already standing, but the two could not come together on a price.

* * *

Joseph Huffman, forty-seven years old, a shipping clerk at the Evans Milling Company plant, was killed recently when crushed by a car he was helping load.

* * *

Argentine corn is now being grown at Columbus. When the Irwin bank there gave a corn show awhile ago a consignment of shelled corn from Argentina was imported to show the farmers. Some of the corn was turned over to Gysbertus Johannes van der Spiegel, a gardener, and when some of the corn germinated he planted it in a greenhouse, where it has been flourishing in spite of the winter weather outside.

* * *

The Boyer and King Flour Mill of Bowling Green has been placed in the hands of a receiver, Jerome Bogle, a retired grocer of Brazil, having been appointed by the court.

* * *

Because of large corn losses caused by rats in and around Connorsville, Edward Hackleman, a farmer, is trying to interest the neighborhood in establishing a rat killing day in which a determined effort shall be made to get rid of the rodents. Fifty bushels of corn simply disappeared from one of Mr. Hackleman's bins recently.

* * *

When James E. Dameron of Evansville, a commission merchant charged with using the mails to defraud, pleaded guilty in United States court and then asked for clemency, Judge A. B. Anderson was very angry and declared that he would investigate the conditions under which the plea was entered. Dameron was charged with withholding money from a number of his clients. After he had plead guilty his attorney declared that he was really innocent, but had entered the plea hoping to get a lighter sentence after explaining that the charges against him were not fully sustained. The judge did not like this, regarding it as trifling with the court.

* * *

In an effort to have Evansville, Ind., and Henderson, Ky., placed on the same freight rate footing from East St. Louis and Memphis, W. H. Small & Co. and Paul Kuhn & Co. of Evansville, wholesale grain dealers, have filed a complaint with the Interstate Commerce Commission.

* * *

Joe Mango, an employe of the Fort Wayne Roller Mills, was recently pulled into the machinery of the mill when his clothing caught on a revolving shaft. His clothes were torn from his body, his right arm was broken, his right elbow dislocated and he was badly bruised.

* * *

Receipts at Indianapolis for the last month held up fairly well compared with the previous month and with the same month last year. The time of Secretary Howard of the Board of Trade and other officers of the organization has been very much taken up by the activities in connection with the annual meeting of the Indiana Grain Dealers' Association and the Indiana Millers' Association.

* * *

The Farmers' Grain Company of Rahmn's Station has been incorporated with a capital stock of \$5,000, to deal in hay and grain. H. Hansman, P. Schimer and Joseph F. Schenk are the directors.

* * *

Fred Winders, who has been operating the Winders Grain Company in the Board of Trade Building, has moved his offices to the Marion Building and is now conducting the Central Grain Company.

* * *

Roscoe O. Hawkins, national counselor of the Chamber of Commerce of the United States, L. C. Boyd and A. M. Glossbrenner represented the In-

dianapolis Board of Trade at the second annual meeting of the Chamber of Commerce at Washington February 11, 12 and 13.

[Special Correspondence]

CINCINNATI

BY JOHN S. DOBBS.

The grain trade were successful in electing two of their number to the directory of the Cincinnati Chamber of Commerce at the recent election. H. M. Brouse of the Gale Bros. Company was elected secretary without opposition. E. A. Fitzgerald of the Fitzgerald Bros. Company was elected director for a term of two years.

* * *

The repairs on the Big Four Elevator, which is now operated by the Cleveland Grain Company, have been completed and a drier of large capacity is now in operation. This drier will be the means of giving the country patrons of Cincinnati dealers ample protection from heavy losses such as they have been subjected to during previous hot corn seasons.

* * *

W. C. Culkins, the executive secretary of the Chamber of Commerce, has been named as one of the delegates of the Chamber of Commerce of the United States and will attend the meeting of that body to be held in Washington during February.

* * *

Guy M. Freer, traffic manager of the Chamber of Commerce, will attend the hearing of the Interstate Commerce Commission to be held in Washington February 12, 13, 14 to look after the interests of the local shippers.

* * *

Receipts of grain and hay for the past month have been only moderate, and this has been fortunate, as the demand has not been good and it was only because of this light movement that Cincinnati was able to report a fairly steady market.

AMERICAN WHEAT IN EASTERN MEDITERRANEAN TERRITORY

American grain dealers have much to contend with when the attempt is made to get orders from eastern Mediterranean ports, and yet an occasional vessel wanders in, full of American wheat. On account of its proximity, Russia has a great advantage in these waters, particularly with the hard wheat buyers. There are a few mills in Greece, recently established, which can handle American winter wheat, and for this there is a market. But as Russian or Roumanian shippers will send a part cargo at any time and on short notice, eastern mills have formed the habit of buying just when and in the quantity needed, even if a slightly higher price is asked.

That there will be an increase in the difficulty of competing with the Russian trade seems probable. A bill has been introduced into the Russian Duma to "Nationalize the industry and exportation of cereals." By that plan under the auspices of the Russian Ministry of Agriculture, a commission will finance growers according to the average production of their land, but the Government reserves the right of selling and exporting all cereals. This appears to be a step toward the formation of a Government monopoly of grain, and as Russia is the largest European wheat producer this will have a very decided effect upon the commercial conditions of the continent, as all competition could be eliminated and prices fixed accordingly. This is liable to have an effect on the American trade, and the situation deserves close watching.

HOW GRAIN IS FED INTO ENGLAND

There are three distinct routes of travel over which the grain pours into England at the rate of 10,216,000 tons a year. The first and largest of these is by the Mediterranean and Straits of Gibraltar, coming either from Russia, through the Dardanelles, which supplies 1,658,000 tons a year, and from India, through the Suez Canal, which supplies 1,606,000 tons a year. The second in importance is across the North Atlantic, Canada supplying 1,207,000 tons and the United States 1,486,000 tons per year. The third is by the South Atlantic by which the grain from Australia and Argentina is shipped. The former supplies 728,000 tons and the latter, the greatest single source of supply, 1,985,000 tons a year.

The grain fleet actually in service June 1, consisted of 303 steamers and 105 sailing vessels, the former pretty evenly distributed among the three routes, but all of the latter coming up from the South Atlantic, most of them from Australia and Pacific points.

Of the total of 109,572,539 hundredweight of wheat imported into England, Liverpool received 22,007,000 hundredweight, and it handled 8,381,480 hundredweight of the total of 38,602,330 hundredweight of corn that was imported in 1911.



EASTERN

The Cash Grain Company has succeeded the Hollis Grain Company at Hollis Center, Maine.

The Eastern Grain Company of Augusta, Maine, has increased its capital stock from \$50,000 to \$100,000.

Stratton & Co., grain dealers and millers, have been incorporated at Concord, N. H., with a capital stock of \$30,000.

According to late reports the 1,000,000-bushel elevator at Girard Point, Philadelphia, will be in operation next month.

The B. W. Brown Company of Concord, Mass., has been incorporated with a capital stock of \$50,000, to deal in grain, flour, etc.

It is rumored that the Federal Milling Company will build its proposed mill and elevator plant at North Tonawanda, N. Y., this summer on property secured some time ago.

The Marlborough Grain Company has been incorporated at Marlborough, Mass., with a capital stock of \$10,000. The incorporators are Fred W. Estabrook, H. W. Estabrook and J. W. Estabrook.

The Sterilized Grain Company of New York has been incorporated at Brewster, N. Y., with a capital stock of \$75,000, to deal in grain, flour, cereals, etc. The incorporators are R. Stack and A. Stack of North Pelham, and R. Fiedler of New York City.

The Doorty-Ellsworth Company, grain brokers, has succeeded the O. G. Spann Grain Company at Buffalo, N. Y. C. T. Doorty, president and manager of the company, was formerly associated with the O. G. Spann Company. Mr. Ellsworth, who is secretary and treasurer of the new company, has been engaged in the grain trade for 15 years.

The Farmers' Milling and Grain Company of Mt. Airy, Md., recently incorporated with a capital stock of \$18,000, has engaged in business in the property of the Mt. Airy Milling and Grain Company, which plant has been taken over by the new company. The officers are: President, Charles C. Gorsuch; first vice-president, Albert W. Hall; second vice-president, Ernest A. Lawrence; secretary and treasurer, William W. Baker.

ILLINOIS

The Neola Elevator at Meriden, Ill., has been repaired.

Walker, Meiment & Sparks have repaired their elevator at Lilly, Ill.

The Farmers' Elevator Company, of Meyer, Ill., will build an elevator.

The Neola Elevator Company is building lumber and coal sheds at Savanna, Ill.

E. R. Ulrich & Sons of Mt. Auburn, Ill., have been succeeded by E. R. Talbott.

The Pekin Farmers' Grain Company, of Pekin, Ill., purposes to build an elevator.

A new corn moisture tester has been installed in Morgan's Elevator at Buckley, Ill.

Notice of dissolution has been filed by the Grain Traders' Elevator Company, Chicago.

Paul Kuhn & Co., of Terre Haute, Ind., have leased the elevator of Heldt Brothers at Beecher, Ill.

Roy H. Jones & Co., recently completed their elevator at Lodge (R. F. D. from Monticello), Ill.

Electric equipment and other machinery have been installed in the Farmers' Elevator at Manteno, Ill.

The elevator at Hampton, Ill., formerly owned by J. Pohl, has been sold to J. A. Carden, of Denver, Colo.

J. H. Gaebe & Co. have awarded a contract for the construction of a 40,000-bushel elevator at Adieville, Ill.

Roy Railsback, of Hopedale, Ill., has secured an interest in the Kearby-Holmes Elevator Company at Stanford, Ill.

The Farmers' Grain, Lumber Shippers and Coal Association of Deer Creek, Ill., will install a new wagon scale.

The Altona Grain Company, Altona, Ill., recently held its annual meeting and declared a dividend of six per cent.

At a recent meeting of the Farmers' Elevator Company, Delavan, Ill., Harry Rummel, Harry M. Wood and Henry W. Pawson were re-elected direc-

ters for a term of three years. Also a dividend of 10 per cent was declared.

Geo. Cavitt has traded his interest in the elevator of Cavitt Brothers, Woodland, Ill., for a Minnesota farm.

An effort was made to rob the safe in the elevator at Earlville, Ill., on January 24, by a man who was arrested while at work.

The Nanson Commission Company has closed its elevator at Wolf Lake, Ill., for the season and it will be reopened on July 1.

The Halliday Elevator Company, of Cairo, Ill., has fitted up a new office, formerly occupied by the First Bank & Trust Company.

The Township Line Grain Company of Evans Siding (R. F. D. from Lincoln), Ill., has increased its capital stock from \$3,000 to \$6,000.

The Farmers' Grain and Coal Company of Green Valley, Ill., may erect an elevator this spring on the Chicago & North-Western Railroad west of town.

The B. S. Constant Company of Bloomington, Ill., is furnishing the new elevator of the Allen Farmers' Grain Company at Allen (R. F. D. from San Jose), Ill.

Paul Kuhn & Co., of Terre Haute, Ind., have purchased from the Holaman-Bennett Grain Company the elevators at Grant Park, Sollitt, Judy, Polk and Puder, Ill.

The Fisher Farmers' Grain and Coal Company, of Fisher, Ill., has purchased a new Brown-Duvel Moisture Tester from the Hess Warning and Ventilating Company, of Chicago.

Plans are being perfected for the organization of a farmers' elevator company at Kewanee, Ill. It is probable that the capital stock will be \$25,000 and that an elevator will be erected.

The Farmers' Elevator Company of Ludlow, Ill., held its annual meeting last month and elected the following officers: J. K. Fuller, president; R. P. Corbett, treasurer, and John Yankee, secretary.

The Roberts Farmers' Grain Company held its second annual meeting at Roberts, Ill., on January 20, when the following directors were elected: Elmer Knight, P. F. Minch and C. E. Brassie.

Cuppy & Munson, grain, gravel and cement dealers at Kemp, Ill., will dissolve partnership on March 1, when H. Munson will become the sole owner of the business, C. Cuppy and son, A. Cuppy, having sold their interests.

The Farmers' Elevator Company, of Galesburg, Ill., held its annual meeting last month, and elected the following officers: A. F. Paden, president; W. H. Pankey, vice-president; S. V. Stuckey, treasurer, and Frank Faulkner, secretary.

It is stated that a terminal elevator will be erected at Grand Pass, Ill., the station on the Chicago & Alton Railroad near its crossing of the Illinois River. The structure will be of the circular bin type, made of reinforced concrete.

The eleventh annual meeting of the Bement Grain Company was held at Bement, Ill., on January 24, and following a dinner and interesting program Thomas Lamb was re-elected president and James Fisher and J. D. Medaris directors.

The Farmers' Elevator Company, of Grant Park, Ill., has purchased the elevator at Brock, Ill., formerly owned by Wm. Werner & Son, of Beecher, Ill. The consideration was \$8,000 and the new owners will take possession on February 21.

Frank M. Baker, who has been associated with the Nash-Wright Grain Company, Chicago, for the past 14 years, has engaged in business on his own account as F. M. Baker & Co., with offices at 327 South La Salle street. Paul Towne, his nephew, will assist in the management of the business.

The stockholders of the Towanda Grain Company, Towanda, Ill., held their annual meeting last month, declared a dividend of 15 per cent, and elected the following officers: President, George Geiger; secretary-treasurer, D. W. Kraft; general manager, Orin Clark, and assistant manager, James Daniels.

J. Burt Porterfield, who for several years was in the grain business with his brother at Sidney, Ill., has exchanged an 80-acre tract of land near that place for the elevator property at DeLand, Ill., formerly operated by W. T. Hardin. Mr. Porterfield will remove to DeLand and take possession of

the elevator on March 1. In the four years that Mr. Hardin owned the property he made extensive improvements.

The new elevator at King's Crossing, near Brocton, Ill., construction on which was begun last spring by the Brocton Elevator Company, will be completed this spring. It is understood that equipment has been purchased from the Decatur Construction Company and the Union Iron Works of Decatur, Ill.

The annual meeting of the Missal Farmers' Grain Company was held at Missal, Ill., last month and the following officers were elected: President, W. D. Iserman; vice-president, Jacob Zeigler; secretary, James M. Mortland, and treasurer, G. W. Holland. Wylder Hoobler, who has been manager of the company for the past eight years resigned and Homer Crum has succeeded him.

SOUTHERN AND SOUTHWESTERN

A farmers' elevator company may be organized at Clara, Okla.

The elevator of Callahan & Son at Louisville, Ky., has been repaired.

Sneed & Hunter are now engaged in the grain business at Claude, Texas.

The Clyde Elevator Company, of Clyde, Okla., has filed a notice of dissolution.

The Brown & Hill Grain Company has opened a grain business at Little Rock, Ark.

Cole & Mell of Horton, Kan., have purchased the Hanna Elevator at Ringgold, Okla.

A. P. White & Co. of Cadiz, Ky., have completed their new mill and 40,000-bushel elevator.

J. H. Hutchison, of Glenwood, Ga., will establish a grain and grocery business at Plant City, Fla.

The Peeler Grain and Provision Company of Salisbury, N. C., is occupying a new warehouse.

The Union Mercantile Company of Hoaken, Texas, plans to build an elevator this summer.

F. F. Williams is building a warehouse at Clarks-ville, Ark., in which he will store grain, hay, etc.

Capt. W. L. Harris has leased his elevators at Inola, Okla., to Pittman & Harrison of Claremore, Okla.

The Arbuckle Elevator at Dallas, Texas, has been wrecked to make way for a new railroad station.

The Center Point Grain and Elevator Company, of Center Point, Texas, will erect a warehouse and elevator.

Certificates of dissolution have been filed by the Hillsboro Grain and Elevator Company of Hillsboro, Texas.

The plant of the Greenwood Mill and Elevator Company at Rogana, Tenn., recently destroyed by fire will be rebuilt.

Robbers gained entrance to the office of the City Grain Company at Nashville, Tenn., last month and escaped with \$200.

A. L. Moore, of Lancaster, S. C., expects to enter the commission business and will handle grain, groceries, produce, etc.

The Cash Grocery at San Angelo, Texas, owned by Arkansas Smith, has enlarged its wholesale department and will handle grain.

The Bransford Mills, recently incorporated at Owensboro, Ky., will build an elevator. C. W. Bransford is the president of the company.

The Farmers' Grain and Coal Company of Capron, Okla., held its annual meeting on February 3, at which time officers were elected.

The Graham Mill and Elevator Company of Graham, Texas, is erecting a 15-ton ice plant to cost \$15,000. It will be in operation on April 1.

The Farmers' Elevator Company held its annual meeting recently at Okarche, Okla., and elected S. F. Hostetter president and Jos. Voss secretary.

The Star Mill and Elevator Company of Amarillo, Texas, will build elevators at Hoover, Kings Mills (R. F. D. from Pampa), White Deer and St. Francis, Texas.

C. W. Bleuler has organized the Millers' Grain and Export Company at Oklahoma City, Okla. Mr. Bleuler was formerly associated with mills at Blackwell, Okla., and Newton, Kan., and expects to make

a specialty of handling wheat for mills and disposing of their surplus products, including feed.

The Smith Brothers Milling Company of Birmingham, Ala., is building a large grain warehouse and mill, the entire plant to cost about \$50,000.

The new three-story mill and warehouse of the Josey-Miller Company, grain dealers at Beaumont, Texas, is now complete and ready for occupancy.

Articles of incorporation have been filed by the Clarendon Grain Company of Clarendon, Texas, the new firm having recently succeeded the Bennett-Sims Mill and Elevator Company.

The Empire Mills of Columbus, Ga., have awarded a contract to the Burrell Engineering and Construction Company, Chicago, for the construction of a 50,000-bushel concrete storage addition.

At a recent meeting of the directors of the Katy Mill and Elevator Company, Caddo, Okla., Spurgeon Moore was elected president; W. M. Smith, general manager, and W. H. Markham, vice-president.

The Burrell Engineering and Construction Company of Columbus, Ga., has received the contract for the construction of a 75,000-bushel elevator for the City Mill Company. The addition will be of concrete construction.

The stockholders of the Union Mercantile Company held their annual meeting at Hooker, Texas, when the following officers were elected: W. W. Tantlinger, president; H. N. Kelly, vice-president; D. D. Boyd, secretary.

WESTERN

T. H. Cutler, Jr., will engage in the grain business at Corcoran, Cal.

The Pacific Coast Elevator Company will build an elevator at Rufus, Ore.

Park & Lichty, of Pomona, Cal., have completed a new elevator at a cost of \$10,000.

Grain dealers at Walker, Wash., are planning to handle grain in bulk instead of in sacks.

C. R. Schain is said to be interested in the formation of an elevator company at Dell, Mont.

Louis Buege, of Minneapolis, Minn., will erect an elevator at Bond Spur, Mont., costing \$10,000.

The St. Anthony & Dakota Elevator Company has closed its elevator at Shelby, Mont., for the season.

Motors have been installed in the elevator of the Hartline Mill and Elevator Company at Hartline, Wash.

The Gallatin Valley Elevator Company has built a 35,000-bushel elevator at Arrow Creek, near Stanford, Mont.

Farmers in the neighborhood of Big Sandy, Mont., are interested in the organization of a farmers' elevator company.

A 40,000-bushel elevator will probably be erected at Burns, Wyo., to replace the house destroyed by fire some time ago.

The Farmers' Elevator Company, of Willow Creek, Mont., held its annual meeting last month and declared a dividend of 20 per cent.

The Farmers' Elevator Company has been incorporated at Redstone, Mont., with a capital stock of \$2,650, by A. M. Hagan and others.

The Colorado Mill and Elevator Company has completed its new elevators at McClave and Mays Valley (R. F. D. from Wiley), Colo.

John Seethoff proposes to build a 40,000-bushel elevator at Montelius, Ore., in connection with a 200-barrel flour mill now under consideration.

H. A. Miller and other business men of Clydepark, Mont., are interested in a project to organize a farmers' elevator company and erect an elevator.

The stockholders of the Farmers' Elevator Company of Judith Gap, Mont., have been considering the matter of building an elevator at Oxford, Mont.

The new elevator at Dillon, Mont., under course of construction for the Beaverhead Elevator Company, is nearing completion and will be operated by electricity.

The Farmers' Grain Company, of Wray, Colo., has made application for a site on the Chicago, Burlington & Quincy Railroad, and will build an elevator this spring.

The Laurel Elevator Company has been incorporated at Laurel, Mont., with a capital stock of \$35,000. The directors are M. W. Cramer, Martin J. Thusen, J. B. Grouse, B. Succetti and Chas. Davie.

The Kerr-Gifford Grain Company, operating warehouses along the Northern Pacific Railroad in the Inland Empire, with offices in the principal grain marketing centers, will close its different agencies soon, it is reported. The company will continue as grain exporters, with agencies and docks in Portland, Tacoma and Seattle. The Kerr-Gifford Company is one of the oldest grain buying companies in the Northwest, having been in operation for the last 17 years. It is understood that the

Balfour-Guthrie and other large line companies have been negotiating for the purchase of the different houses.

The grain warehouse at Palouse, Wash., built and operated by the Farmers' Union, will be taken over by a co-operative society to be incorporated for \$5,000.

The Farmers' Elevator Company of Buffalo, Mont., has officers as follows: C. W. Stone, president; M. G. Wright, vice-president; J. D. Bowen, treasurer, G. B. McFerran, secretary, and S. J. Dotson, manager.

Articles of incorporation were recently filed by the Canyon Creek Elevator & Milling Company, Canyon Creek, Mont. The capital stock is \$20,000 and the incorporators are C. G. Sanderson, Roy Stebbins, J. G. Epperson, U. W. Brannon and Richard Denton.

The Scobey Grain Company is building a 40,000-bushel elevator at Scobey, Mont., and the equipment will include a 15-horsepower engine, feed mill, cleaner, etc. The officers of the company are J. A. Davis, president; J. H. Karr, secretary, and E. E. Erickson, manager.

IOWA

A farmers' elevator company may be organized at Emmetsburg, Iowa.

The Farmers' Elevator Company is being organized at Janesville, Iowa.

J. A. Carden has taken over the elevator at Hampton, Iowa, from C. J. Imholt.

A farmers' elevator company may be organized at Eldon, Iowa, to erect an elevator.

The Interior Grain Company, of Davenport, Iowa, has sold its Elevator "B" to C. E. Griffith.

The Geneva Elevator Company of Geneva, Iowa, has recently installed a new gasoline engine.

The old elevator of the Reliance Grain Company at Otho, Iowa, was sold and will be torn down.

The Quaker Oats Company has completed its new 800,000-bushel elevator at Cedar Rapids, Iowa.

The Farmers' Elevator Company of Alden, Iowa, recently installed a Fairbanks-Morse Oil Engine.

The Farmers' Elevator Company of Templeton, Iowa, has installed a 12-horsepower gasoline engine.

Mackin & Harlan of Little Rock, Iowa, have purchased the elevator of the Farmers' Elevator Company.

Will Thomas has purchased a half interest in the elevator at Bernhart, Iowa, owned by Clyde Morley.

The Farmers' Elevator Company, recently organized at Halbur, Iowa, plans to build an elevator this spring.

John Brandon has sold a half interest in his grain and stock business at Woodbine, Iowa, to Sidney Coe.

The Union Grain Company of Union, Iowa, has succeeded Moore & Anderson and the Farmers' Elevator Company.

Bartlett & Ballinger have purchased the elevator property at Lacey, Iowa, which was formerly a part of the Tudor estate.

A farmers' co-operative company has been organized at Napier, Iowa, with a capital stock of \$15,000. E. B. Ball is president.

Farmers in the vicinity of Buckgrove, Iowa, have been considering the matter of purchasing the elevator at that place.

The elevator at Farnhamville, Iowa, formerly owned by the Western Elevator Company has been taken over by H. F. Dohrman.

H. W. Luers & Co. of West Chester, Iowa, have taken over the elevators of D. C. Kilgore, and Fisher, Augustine & McLaughlin.

Burke Brothers & Marn has installed an Avery Automatic Scale in their elevator at Ute, Iowa, and expect to make other improvements.

S. F. Price has secured a half interest in the grain business of A. W. Randall at Conrad, Iowa, and the firm will operate as Randall & Price.

The stockholders of the Farmers' Elevator Association, Panora, Iowa, have decided to erect a new elevator this spring, the cost not to exceed \$5,000.

The Red Mill Grain and Feed Company has established a business at Davenport, Iowa. Henry Wulff and C. P. Herd are members of the company.

The old elevator at Burnside, Iowa, was sold at auction last month and a number of bidders secured the elevator proper, cribs, office, etc. The buildings will be dismantled.

The Farmers' Elevator Company of Roelyn (R. F. D. from Moorland), Iowa, has completed its new 15,000-bushel elevator to replace the house destroyed by fire some time ago.

The Farmers' Grain Company of Sac City, Iowa, held its annual meeting on January 31, and elected the following officers: Ed. Williams, president; Albert Winkler, vice-president; L. B. Rake, secretary.

A dividend of 10 per cent was declared and D. M. Manzer was retained as manager.

After 35 years in the grain business, L. B. Baker, of Battle Creek, Iowa, has retired and his business will be continued by his sons, operating as Baker Brothers & Co.

The branch elevator and feed mill at Delaware, Iowa, to be conducted by H. J. Pitcher & Son, is practically complete, and a boiler and 30-horsepower engine have been installed.

The Ollie Grain Company of Ollie, Iowa, has organized, purchased the site of the Jackson Grain Company's elevator which burned in 1912, and an elevator will be constructed.

On January 28 the stockholders of the Shellsburg Grain and Lumber Company held their annual meeting at Shellsburg, Iowa, and re-elected all of their officers and declared a dividend of 10 per cent.

The Button Elevator at Inwood, Iowa, has been taken over by J. W. Klein, of Hospers, Iowa, Wm. Klein, of Inwood, and Sam and Henry Klein, of Alton, Iowa. The house will be managed by Wm. Klein.

Follett & Elmert, of Dewar, Iowa, have begun the construction of a new elevator to replace the structure recently destroyed by fire. It will be 24x24 feet in size and 40 feet high with a 10-foot cupola.

Yost & Morley, grain dealers at Stockport, Iowa, have dissolved and Mr. Morley retains the elevators at Libertyville and Bernhart, Iowa, while Mr. Yost takes over the elevators at Stockport and Hillsboro, Iowa.

The Farmers' Elevator Company of Merrill, Iowa, held its annual meeting last month and elected the following officers: Wm. Lindsey, president; C. A. Miller, vice-president; Joe Becker, treasurer, and Dennis Hoffman, secretary.

Articles of incorporation have been filed by the Heme Elevator Company of Stonega (R. F. D. from Webster City), Iowa. It has a capital stock of \$15,000 and the incorporators are H. D. Blue, Wm. Arnold, H. L. Doty and John Butler.

The Farmers' Elevator Company of Hubbard, Iowa, elected the following officers at its annual meeting last month: W. L. Keller, president; H. F. Granner, vice-president; Gus Lage, secretary; H. R. Long, treasurer, and Frank Danger, manager.

MINNESOTA AND WISCONSIN

The Farmers' Elevator at Paynesville, Minn., has been closed.

Farmers are organizing an elevator company at Afton, Minn.

A farmers' elevator company has been organized at Baraboo, Wis.

The Pacific Elevator Company will erect an elevator at Sumter, Minn.

The New London Milling Company is building an elevator at Pipestone, Minn.

Jas. Glasgow, Sr., will erect a new elevator at Barnesville, Minn., this spring.

The Farmers' Elevator Company of Carlisle, Minn., has re-opened its house.

It is stated that a farmers' elevator company is being organized at Winona, Minn.

An elevator of 30 cars' capacity will be erected by the Tucker-McGregor Company, of Aitkin, Minn.

The Winter-Truesdell-Ames Elevator at Alberta, Minn., has been purchased by farmers in that vicinity.

The Farmers' Elevator Company, of Morris, Minn., has purchased the Winter & Ames Elevator for \$2,400.

The Western Elevator at Welcome, Minn., has been sold to the Independent Grain and Lumber Company.

The Tennant & Hoyt Company, flour millers, contemplate building a steel tank elevator at Lake City, Minn.

The Platteville Lumber and Fuel Company of Platteville, Wis., now carries a full line of grain, flour and feed in its new quarters.

Officers were elected at a recent meeting of the Farmers' Mercantile and Elevator Company, Kenyon, Minn., and a dividend of 10 per cent was declared.

The Elysian Elevator Association of Elysian, Minn., held its annual meeting recently and considered the matter of dissolving the corporation. The company disposed of its property about a year ago.

Mann & Welch, of Brookings, S. D., recently purchased the house of the Revere Elevator Company at Revere, Minn., and it will be overhauled and repaired. A cement floor will be laid and coal sheds will be constructed.

The Northfield Farmers' Mercantile and Elevator Company, Northfield, Minn., held its annual meeting last month and re-elected the following officers:

President, J. G. Koester; vice-president, J. W. Alexander; secretary, J. E. Drake.

The Park Rapids Mill and Elevator Company, of Park Rapids, Minn., has added three 1,000-bushel bins to the elevator at Menahga, Minn.

The new elevator of the Huntting Elevator Company at Waldorf, Minn., is equipped with a Brown-Devel Moisture Tester, two wagon scales, an automatic scale, cleaner, manlift, clipper, etc.

The stockholders of the Farmers' Elevator Company, of Waupun, Wis., have elected the following officers for the year: President, J. W. Kastein; treasurer, August Schultz, and secretary, W. H. Towns.

The farmers and business men of North Redwood, Minn., have determined to establish a farmers' elevator at that place. W. C. Mann, Ed. Leuck, Lewis Lindeman, Frank Swoboda, Wm. Zumwinkle and others are interested.

MISSOURI, KANSAS AND NEBRASKA

An elevator may be erected at Ogden, Kan.

R. W. Taylor has opened a grain office at Martinsburg, Mo.

Farmers in the vicinity of Penokee, Kan., may erect an elevator.

H. Hess recently sold his elevator at Brenner, Kan., to Albert Nitz.

A grain business has been established at Butler, Mo., by Hubbard & Seelinger.

A wagon scale has been installed by the Davidson Grain Company of Macksville, Kan.

The Wellsford Grain Company is building an addition to its elevator at Wellsford, Kan.

A movement is under way at Timken, Kan., for the organization of an elevator company.

Mayes & Wright have succeeded to the grain and coal business of Popkess & Mayes at Barnes, Kan.

H. Braley has purchased the elevator at Cleveland, Kan., formerly owned by Henry Bird.

The Aurora Elevator Company, of Aurora, Neb., will use electric power in its new flour mill.

An elevator will probably be erected at Clay Center, Neb., by a farmers' co-operative company.

The Southwest Grain Company has succeeded the Protection Grain Company at Englewood, Kan.

The Farmers' Elevator Company of Coldwater, Kan., earned a 37½ per cent dividend during 1913.

A farmers' elevator company is being organized at Riverdale, Neb., by farmers in that community.

E. Barnum has purchased the elevator of the Crawford Grain and Fuel Company at Crawford, Neb.

The Ramsey Grain Company is planning to build an elevator at Hannum Siding, near Concordia, Kan.

The Farmers' Grain and Stock Company of Hocper, Neb., recently declared a dividend of 30 per cent.

The Farmers' Grain and Mercantile Company, of Penalosa, Kan., is preparing to enlarge its house.

The Boonville Elevator Company of Boonville, Mo., will install improvements in its house this spring.

The Hynes Elevator Company was recently incorporated at Omaha, Neb., with a capital stock of \$200,000.

A farmers' elevator company has been organized at Elyria, Kan., and will either build or buy an elevator.

The Farmers' Union Elevator Company has been organized at Lawrence, Neb., with a capital stock of \$12,000.

A dividend aggregating \$6,900 was recently declared by the Farmers' Grain Company, of Bellwood, Neb.

F. B. Bonebrake has sold his interest in the Harveyville Grain Company, Harveyville, Kan., to J. H. Dougan.

The Buda Grange Company has been organized by farmers in the vicinity of Buda, Neb., and will buy an elevator.

The Farmers' Grain and Mercantile Company of Penalosa, Kan., has increased its capital stock from \$5,000 to \$10,000.

The W. F. Landwehr Grain and Elevator Company, of Hawk Point, Mo., has built a warehouse of 110 tons' capacity.

The Farmers' Elevator Company, of Sholes, Neb., has taken over T. A. Jackson's feed yard, and installed new scales.

The Farmers' Elevator Company, of Glasco, Kan., may dismantle its house and build a 30,000-bushel elevator on the site.

The Hoag Farmers' Elevator Company, Hoag, Neb., held its annual meeting last month and elected the following officers: President, H. J. Buss; vice-president, G. R. Esau; secretary, Sid Rossiter;

treasurer, J. Henry Penner, and manager, R. E. Arthur.

The Farmers' Elevator Company has purchased the Dunkel Elevator at Muscotah, Kan., for \$5,250.

Phillip and Paul Casandier have leased the elevator of J. S. Force at Wheaton, Kan. Alfred Junad will manage the house.

A dividend of 25 per cent has been declared by the Farmers' Elevator Company of Dodge City, Kan., payable February 15.

The Schaff Elevator at Garrison, Neb., recently destroyed by fire will be reconstructed and the contract has been awarded.

The directors of the Farmers' Elevator Company, Shickley, Neb., declared a dividend of six per cent at a recent annual meeting.

Hopper & Smart, grain dealers at Sumner, Mo., have taken over the Sumner Flour Mill, which will be converted into an elevator.

The stockholders of the Farmers' Elevator Company at Foley (R. F. D. from David City), Neb., have declared a dividend of 12 per cent.

The annual meeting of the Farmers' Elevator Company, Dorchester, Neb., was held recently when a dividend of eight per cent was declared.

Hall and Howard have completed an addition to their elevator at Hoyt, Kan. Jacob Howard recently purchased a half interest in the firm.

Jno. M. Mason has sold his half interest in the grain, feed and flour business at Keytesville, Mo., to his partner, L. W. Hansman.

The Farmers' Elevator Company, of Greenwood, Neb., held its annual meeting recently and elected A. D. Welton president, and C. A. Mathis secretary.

The Bowersock Milling Company, of Lawrence, Kan., will construct an unloading elevator, 25x35 feet in size, having a capacity of 14 carloads daily.

Payne & Becker, brokers in grain, provisions and stocks at Wichita, Kan., closed their office at that place on February 1, and transferred the business to their Kansas City office.

The Lebanon Elevator Company has been incorporated at Lebanon, Mo., with a capital stock of \$5,000. The incorporators are John A. Elliott, Dean M. Martin, and Alice T. Elliott.

At the recent annual meeting of the Independent Elevator Company, Omaha, Neb., the following officers were elected: J. W. Blabon, president; and J. F. Coykendall, secretary.

J. J. Wolcott, of Kansas City, and Elick Lowitz, of Chicago, have formed a partnership at Kansas City, to conduct a commission grain business under the firm name of Lowitz, Wolcott & Co.

A three-story brick cleaning house has been erected by the Kansas Milling Company of Wichita, Kan., near its elevator. The building and grain cleaning equipment cost more than \$15,000.

Articles of incorporation have been filed by the Koehler-Twidale Elevator Company of Hastings, Neb., capitalized at \$150,000. The incorporators are C. Koehler, B. S. Koehler and E. A. Twidale.

A complete threshing outfit may be one of the prizes offered for the best exhibit of wheat and other small grains at the International Dry Farming Exposition to be held at Wichita, Kan., October 7-17, 1914.

The Farmers' Elevator Company was recently incorporated at Mt. Claire, Neb., with a capital stock of \$10,000. The incorporators are Richard Frey, R. B. Karsting, Scott A. Wiley, Wm. Frey and others.

The Arnold A. Thurman Grain and Feed Company has been incorporated at St. Louis, Mo., with a capital stock of \$5,000. The incorporators are Arnold A. Thurman, James W. Shaw and Adolph Schuessler.

The St. Louis Grain Club has contributed \$100 to the movement inaugurated by a St. Louis newspaper to raise \$1,920 for the education of 12 Missouri boys at the college of agriculture of the University of Missouri.

The following officers were elected by the Farmers' Grain and Supply Company, Englewood, Kan., at a recent meeting: Jacob Wolf, president; J. E. Gross, vice-president; E. J. Bark, secretary, and Cecil Newby, treasurer.

The Hudson Mill and Elevator Company, of Hudson, Kan., has awarded a contract to the Burrell Engineering & Construction Company, Chicago, for the construction of a 40,000-bushel elevator in connection with the new mill.

Thomas Hatfield, who operates an elevator at Valley Falls, Kan., and Herman Hauck, who has a mill under process of construction, have consolidated their lines of business under the firm name of the Hauck Mill and Elevator Company.

The Duncan-Brown Flour, Grain and Fuel Company of Kansas City has been reorganized and incorporated with a capital stock of \$30,000. The incorporators are George D. Duncan, S. P. Brown, George H. Gleason, E. E. Duncan and H. A. Brown,

the three latter being new members of the firm. The company plans to enlarge its business.

S. E. St. John, of Worthington, Minn., who operates a line of elevators in the northern wheat belt, has been investigating grain conditions in and around Wichita, Kan., and he is said to contemplate the erection of a number of elevators in that territory.

OHIO, INDIANA AND MICHIGAN

J. R. Beach has sold his grain business at Cambridge, Ind.

An elevator will be opened at Peck, Mich., by James Kerr.

Wolfe Brothers have purchased the elevator of F. M. Smith at Wolcottville, Ind.

Elliott & Beasley have installed new machinery in their elevator at Stony Ridge, Ohio.

The McKenzie Milling Company, of Quincy, Mich., has completed its large concrete elevator.

W. S. Poe has leased the elevator at Deedsville, Ind., and A. Evans will manage the house.

The Thorntown Grain Company, of Thorntown, Ind., has declared a dividend of 10 per cent.

The Goodrich Brothers Hay and Grain Company is completing its new elevator at Winchester, Ind.

The Frankton Farmers' Grain Company, of Frankton, Ind., has taken over the elevator of J. P. Shoemaker.

The Decker Grain and Lumber Company has been organized at Decker, Mich., with a capital stock of \$20,000.

J. W. Houseland, of Ashland, Ohio, has purchased the Hopkins Elevator at Custar, Ohio, from C. R. Hopkins.

It is said that Thomas Wilson of Marlette, Mich., is interested in the erection of an elevator at Wilmot, Mich.

The Loughry Brothers Milling and Grain Company, of Idaville, Ind., has installed a new dump in its elevator.

L. A. Trepanier will place a 500-bushel Fairbanks-Morse Hopper Scale in his new elevator at Sugar Ridge, Ohio.

The elevator at New Carlisle, Ohio, formerly owned by S. A. Muff, has been purchased by V. N. Morgan & Co.

Elbert Steinbel has succeeded Schackleton, Pogett & Evans as owner of the Atkinson Grain Company at Atkinson, Ind.

The elevator at Hazelrigg, Ind., formerly operated by Whiteman Brothers, has been taken over by A. Robinson & Son.

The Lake Shore Elevator Company, Cleveland, Ohio, has installed an Invincible Grain Cleaner and a cracked corn machine.

The Farmers' Elevator Company, of Baldwin, Ind., has sold its house to the Nathan Grain Company, of Fort Wayne, Ind.

The F. E. Janes Coal and Grain Company, of Indianapolis, Ind., has changed its name to the F. E. Janes Grain Company.

A \$10,000 elevator will be erected in Hancock County, Ohio, two miles west of Fostoria, by farmers of Washington township.

The Leesburg Grain and Milling Company, of Leesburg, Ind., has installed a Western Cleaner, an Invincible Separator and a seed cleaner.

Norman Anderson has sold his elevator at Lynn, Ind., to Claude Berry, of Muncie, Ind., and W. E. Berry, of Lynn, for \$11,000.

The elevator office of Brandt & Gilliland at Van Wert, Ohio, was entered by robbers on January 22, and about \$45 was taken.

John Deen, of Liberty Center, Ind., has added a story to his elevator at Pennville, Ind., and new equipment has been installed.

At a recent meeting, the Farmers' Grain and Supply Company, Camden, Ohio, elected J. E. Flory president and Wm. Kline secretary.

The Gleaners' and Farmers' Co-operative Elevator Company, of Lake County, Ind., has increased its capital stock from \$8,000 to \$15,000.

The elevator at South Solon, Ohio, has been purchased by Lamar Titus, Walter Elder and Howard Elder from Richard Gordon.

It is probable that the Farmers' Elevator Company of Francesville, Ind., will build a 40,000-bushel elevator, to be operated by electricity.

The Hess Elevator Company, of Akron, Mich., expects to discontinue milling and devote all of its time to the grain and bean business.

Charles Graft, proprietor of the City Mills at Winchester, Ind., has remodeled his elevator at Parker, Ind., and installed electric power.

The Charles W. Brizius Sons Company of Evansville, Ind., has been incorporated with a capital stock of \$10,000, to engage in a grain and flour business. The incorporators are Charles H. Hitch, Samuel G. Rickwood and Louis E. Fricke. The

new company has taken over the warehouse and business formerly operated by Charles Brizius. Mr. Hitch will manage the business.

O. M. Clark, of Cable, Ohio, will make a number of improvements in his elevator at Hagenbaugh (R. F. D. from Cable), recently purchased.

The Windfall Grain Company, of Windfall, Ind., has increased its capital stock to \$80,000 and the number of its directors from three to five.

The board of directors of the Liberty Center Grain and Stock Company, Liberty Center, Ohio, has declared a dividend of eight per cent.

The stockholders of the Farmers' Elevator Company, Ithaca, Mich., held their annual meeting on January 15 and elected officers for the year.

The elevator property at Marion, Ohio, owned by A. W. Baxter, has been taken over by J. P. Barnhouse & Son, of Upper Sandusky, Ohio.

The Farmers' Grain Company has been incorporated at Cypress, Ind., with a capital stock of \$5,000. The incorporators are H. Hausman and others.

Papers have been filed with the Secretary of State by the Detjen-Kattman Company, New Knoxville, Ohio, changing its name to the Detjen Grain Company.

H. C. Dachsteiner has been overhauling his elevator at Blakeslee, Ohio, and a leg, scales, car-loader, dump, cleaner and new belting have been installed.

The Burrell Engineering and Construction Company, Chicago, recently completed a new elevator for the La Crosse Farmers' Elevator Company at La Crosse, Ind.

When D. L. Laur entered his elevator at Saginaw, Mich., one day last month he found a robber working at his safe, which contained about \$1,000. The man was frightened away.

It is stated that Frank O. Fitton, grain dealer at New Harmony, Ind., will build a large steel-hull tow boat to be utilized for grain handling on the Wabash and lower Ohio rivers.

D. S. Case has purchased the elevators of Little Brothers at Schoolcraft, Flowerfield and Moorepark, Mich., and taken a partner. The business will be conducted under the name of Case & Harvey.

The Snover Grain Company, of Snover, Mich., has awarded a contract for the erection of a 20,000-bushel elevator, and Simmons & Mellan, grain dealers at the same place, also contemplate the erection of a house this spring.

The Farmers' Grain Company, of Rahm's Station, Vanderburg County, Ind., has been incorporated with a capital stock of \$5,000. The directors are Henry Housman, Philip Schnur, Charles Kuester and Joseph F. Schenk, of Cypress, Ind.

George E. Schroth, trustee in bankruptcy for the Sycamore Grain and Milling Company, Sycamore, Ohio, has announced that the elevator at Lemert, Ohio, and the mill at Sycamore, will be sold at trustee's sale on February 28.

The Plymouth Grain Company has opened an office at Plymouth, Ind., as a branch of its Chicago business. There is also an office at Knox, Ind., and the company is composed of M. D. Stainger, of Chicago, and G. L. Guyatt, of Knox.

After having been engaged in the grain business for 20 years, J. B. Rupel has sold his interest in the elevator at Rolling Prairie, Ind., to William Bailey. His former partners, Wanbaugh & Messenger, will retain their interests in the house.

The Beatley Elevator at Urbana, Ohio, has been purchased by Blose Brothers, and James S. Robinson will manage the house. Alden Beatley, who has been interested in the elevator for the past three years, will retain his elevator at Kingscreek, Ohio, and devote his time to the management of the latter house.

A second farmers' elevator company has been organized at Lindsey, Ohio, to be known as the Lindsey Grain Company, capitalized at \$15,000. The directors are Allen Hern, Frank Leaser, William Becker, Fred Friar, Elmer Waggoner, Ervin Payden, L. W. Shively, D. Swinehart and James Van Ness. An elevator will be erected at once.

The Garrison Grain Company has built a 30,000-bushel elevator at North Grove, Ind. It is iron clad, while the engine room, boiler room and cob-house are of hollow tile with concrete floors. It replaces the house destroyed by fire last August. It is equipped with a Philip Smith Combination Boot and Sheller, an Invincible Cleaner, a Smith Hoist Dump, a Smith Manlift and a 30-horsepower engine.

John W. Teegardin and E. O. Teegardin, of Madison, Ohio, have purchased from G. P. Teegardin his two-thirds interest in the elevator at Ashville, Ohio, and the latter has taken over a third interest in the elevator at Duvall, Ohio, owned by the former gentlemen. The firm will operate under the name of the Teegardin Grain Company

and E. O. Teegardin will manage the business of the two houses.

THE DAKOTAS

The Ripp Elevator at Madison, S. D., has been acquired by W. S. Sharp.

Construction work is progressing on the Hinline Elevator at Arnegard, N. D.

On February 1 the Burt Equity Exchange, Burt, N. D., closed its elevator for the season.

The new 30,000-bushel elevator at Cartwright, N. D., has been purchased by Chas. E. Elliott.

The Equity Society, of Melby, N. D., is interested in the erection of an elevator in the county.

H. Berke, owner of the Montrose Roller Mill, Montrose, S. D., will enlarge his elevator.

A grain cleaner has been installed in the elevator of the Farmers' Elevator Company at Anself, N. D.

The Kuroki Elevator Company has been incorporated at Kuroki, N. D., with a capital stock of \$10,000.

The Northland Elevator Company contemplates the construction of an elevator at Greene, N. D., this spring.

The Farmers' Elevator Company of Loomis, S. D., has been reorganized and a coal business will be conducted in the future.

A contract has been awarded for the erection of an elevator at Charboneau (R. F. D. from Alexander), N. D., by the Farmers' Elevator Company.

The Star Elevator Company, of Jamestown, N. D., will build a 40,000-bushel elevator at Stanton, N. D. The elevator building and power house will be ironclad.

Pierce Blewett, of the Star Elevator Company, has disposed of the elevator at Boone (R. F. D. from Jamestown), N. D., to a company of farmers in that vicinity.

The new Farmers' Elevator to be constructed at Arnegard, N. D., will have a capacity of 30,000 bushels. J. E. Eide is president of the company and Robert Byrne is secretary.

Last month the Farmers' Elevator Company, of Sharon, N. D., elected the following officers at its annual meeting: President, D. B. Olson; vice-president, C. A. Meldahl; secretary-treasurer, A. A. Lee.

The Co-operative Farmers' Elevator Company of Hartford, S. D., held its annual meeting recently and reports showed that the company had handled

an aggregate of 511,609 bushels of grain. Its receipts were \$299,933.39, with a balance of \$13,818.07.

The Commercial Club of Bismarck, N. D., has been making an effort to secure the elevator of the Russell-Miller Milling Company located at Bismarck.

The stockholders of the Alexander Grain Company, Alexander, N. D., held their first meeting on January 24, adopted by-laws, and elected the following officers: D. E. Fuller, president; H. A. Boe, vice-president; C. W. Hurd, secretary and treasurer.

CANADIAN

The Govan Grain Growers' Co-operative Company has opened its business at Govan, Sask.

It is anticipated that elevators will be erected at Prince Rupert, B. C., by the Grand Trunk Pacific Railroad.

Rose & McCausland, grain dealers at Essex, Ont., have installed an Invincible Corn Cleaning Machine and also a small grain cleaner.

The Snodgrass Grain Company, of Moose Jaw, Sask., has leased the elevator in connection with the new mill now under course of construction at Moose Jaw.

R. C. Henders was re-elected president of the Manitoba Grain Growers' Association at the annual meeting held in Brandon last month, and J. S. Wood was re-elected secretary.

A large number of machinists have been engaged on the installation of equipment in the new elevator at Quebec, Que., now in course of completion by the Canadian Stewart Company, Ltd., for the Quebec Harbor Commissioners, and it is anticipated that the house will be ready for operation in April. Three boilers have been installed in the power house and 30 electric motors will be used to operate the machinery.

A grain elevator and milling and grading plant will be erected at Kamloops, B. C., by the Grain Growers' Association, of Winnipeg, Man., the proposed establishment to cost \$40,000. The building will measure approximately 160x100 feet and will be constructed of heavy timbers covered with sheet iron. The machinery will include elevating, cleaning, grinding, mixing and packing appliances of the latest type, to be driven by electricity. Motors will be installed to develop 75 horsepower and it is expected that the plant will be in operation the entire year. C. W. St. Clair, of the Kamloops Produce Company, will act as manager of the proposed plant.

CRACKED KERNELS

The Stomach—Its Abuse

By Doc. Hurty of the Indiana State Board of Health

"Full many a man has lost his head
Through eating soggy, half cooked bread,
And he who would his kidneys save
Had best avoid the whisky wave.
Your heart and nervous system, too,
Are surely worth a heap to you.
Why prod them then with nicotine
And make believe all is serene?
In tobacco heart there is no wealth.
And what is more, there's weakened health.
O, foolish man, when thus you choose
Your soul and body to abuse,
You'll realize some pleasant morn
That you have raised an awful storm."

* * *

Or, as General Sherman would say, "The next morning is—war."

* * *

Former governor M. E. Hay of Washington is advocating alfalfa. Competition is the life of trade.

* * *

When tired of the same old grind try an alfalfa mill.

* * *

When an elevator man leaves town to go to another town he never gets a job, he always accepts a position.

* * *

The only lubricant some men use is an oily tongue.

* * *

R. E. Teegarden has leased an elevator at McComb, Ohio. A small cup of No. 2 bluestem, please. Cream, but no sugar.

* * *

President Waters had to postpone the opening of the Dry Farming Congress on account of rain. Oh, nothing—we just mention it.

* * *

A grain clerk of Winnipeg recently kicked a parcel in the street and on picking it up found it to contain \$14,000 which was later claimed by the

Canadian Bank of Commerce. Not many grain clerks have kicked against that much money even by accident.

* * *

No, Reginald, flannel cakes are not guaranteed free from "shrinkage."

* * *

LESSONS IN "SIMP" SPELLING

No. 3.

M. Lefranc of the College of France, who is now lecturing at the University of Chicago, says that the French Academy is opposing simp spelling. But let us not be discouraged, since the literary lights of this country, the *Grain Dealers' Journal*, *et al.*, will continue to back this holy war on the English language. Besides, we won't have to take the trouble to learn how to spell.

I have never been able to find where the Pure Food and Drug Act was designed to apply to raw products of the soil, altho Dr. Wiley thot it so applied.

We have heard many unkind things said of Dr. Wiley, but the worst is that he "thot." Poor fellow! Let us pause to drop a tear for his misfortune.

Buro of Plant Industry, Buro of Railway Economics, Buro of Grain Standardization, etc.

These "Buros" are not the little asses you may think them to be. They are only the simp Government Bureaus, engaged in various and sundry investigations.

There wuz a grane jurnal that wud
Simplify wurds if it cud
The seven letters in frate
And the five letters in ate
Wur spankt until they shud be gud.

I confess that thay arnt mutch on luks
Nor the same as you find in the buks
For the eze and the spede
With whitch yu can rede
Wele use it by huks or by cruks.

TRANSPORTATION

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission, naming rates on grain and grain products, with the I. C. C. numbers, effective dates and rates in cents per one hundred pounds. (A) denotes advance and (R) denotes reduction.

Chicago, Peoria & St. Louis

Supplement 3 to I. C. C. No. 930, February 8. Grain from Peoria and Pekin, Ill., to Henderson, Ky., 10 cents (A).

Chicago & Alton

I. C. C. No. A659, February 9. Bran from Glasgow, Mo., to Des Moines, Iowa, 11 cents.

I. C. C. No. A660, February 20. Grain and screenings from Chicago, Ill., when reshipped therefrom to Galveston, Texas (for export) wheat and grain screenings, 25.5 cents; corn, oats, rye and barley, 24.5 cents.

Northern Pacific

Supplement 3 to I. C. C. No. 5497, February 10. Poultry food, consisting of the following articles, viz: alfalfa meal, meat scraps, charcoal, pea screenings, grain grits screenings, ground bone rock, ground shells, Kaffir corn, millet, rape or sunflower seed, oil cake and oil cake meal from between Vancouver, New Westminster and Fraser Mills and Tacoma, Seattle, Interbay, Ballard, Everett, Wash., 15 cents; Portland Lint on East St. Johns, Burlington, Willbridge, North Portland, Ore., and Vancouver, Wash., 26½ cents.

Supplement 18 to I. C. C. No. 5222, February 15. Cereal food, including cereal foods, flaked, puffed or toasted, but not including cereal coffee, from Davenport, Sprague and Ritzville, Wash., to Hamilton, Phillipsburg, Garrison, Anaconda, Butte, Helena, Boulder, Alder, Pony and Norris, Mont., 45 cents.

Minneapolis, St. Paul & Sault St. Marie

I. C. C. No. 3398, February 10. From Minneapolis, St. Paul, Minnesota Transfer, Duluth, Minn., Superior, Wis., to Alleghany, Pa., flaxseed, 22 cents; wheat, buckwheat, 20 cents; Aurora, Ind., wheat, 18 cents; buckwheat, 17 cents; coarse grain, 14½ cents; Cairo, Ill., Cincinnati, Ohio, Dayton, Ohio, Evansville, Ind., Jeffersonville, Ind., Jopka, Ill., Lawrenceburg, Ind., flaxseed, 18 cents; wheat, buckwheat, 17 cents; coarse grain, 14½ cents.

Cleveland, Cincinnati, Chicago & St. Louis

Supplement 10 to I. C. C. No. 5004, February 10. Elevator dust, grain screenings, oat clippings and oat hulls from Indianapolis, Ind., to Paducah, Ky., 12 cents.

Chicago, St. Paul, Minneapolis & Omaha

I. C. C. No. 3939, February 11. Grain products from St. Paul, Minneapolis and Minnesota Transfer, Minn., (originating beyond) to Hannibal, Mo., 14 cents.

I. C. C. No. 3943, February 12. From St. Paul, Minneapolis, Minnesota Transfer, Duluth, Minn., Superior, Superior (East End or Itasca), Wis., (when originating beyond) to Alleghany, Pa., 22 cents; Aurora, Ind., corn, rye, oats, barley, speltz or Kaffir corn, 14.5 cents; wheat or buckwheat, 17 cents; flaxseed, 18 cents; Buffalo, N. Y., flaxseed, 22 cents; Cairo, Ill., and Cincinnati, Ohio, corn, rye, oats, barley, speltz or Kaffir corn (when destined to central or southeastern territory), 14.5 cents; wheat or buckwheat, 17 cents; flaxseed, 18 cents; Cleveland, Ohio, flaxseed, 19.5 cents; Dayton, Ohio, corn, rye, oats, barley, speltz or Kaffir corn, 14.5 cents; wheat or buckwheat, 17 cents; flaxseed, 18 cents; Detroit, Mich., flaxseed, 17.5 cents; Evansville, Ind., corn, rye, oats, barley, speltz or Kaffir corn, 14.5 cents; wheat or buckwheat, 17 cents; flaxseed, 18 cents; Fort Wayne, Ind., flaxseed, 14.5 cents; Hamilton, Ohio, corn, rye, oats, barley, speltz or Kaffir corn, 14.5 cents; wheat or buckwheat, 17 cents; flaxseed, 18 cents; Lawrenceburg, Ind., Madison, Ind., North Vernon, Ind., Piqua, Ohio, Seymour, Ind., Springfield, Ohio, Vincennes, Ind., Washington, Ind., Yellow Springs, Ohio, corn, rye, oats, barley, speltz or Kaffir corn, 14.5 cents; wheat or buckwheat, 17 cents; flaxseed, 18 cents; Henderson, Ky., corn, rye, oats, barley, speltz or Kaffir corn, 15.5 cents; wheat or buckwheat, 18 cents; flaxseed, 19 cents; Indianapolis, Ind., corn, rye, oats, barley, speltz or Kaffir corn, 13.5 cents; wheat or buckwheat, 16 cents; Jeffersonville, Ind., New Albany, Ind., corn, rye, oats, barley, speltz or Kaffir corn, 14.5 cents; wheat or

buckwheat, 17 cents; flaxseed, 18 cents (when destined to southeastern or Carolina territory), Stanley, Ky., corn, rye, oats, barley, speltz or Kaffir corn, 17.5 cents; wheat or buckwheat, 20 cents; Owensboro, Ky., corn, rye, oats, barley, speltz or Kaffir corn, 17.5 cents; wheat or buckwheat, Louisville, Ky., corn, rye, oats, barley, speltz or Kaffir corn, 15.5 cents; wheat, buckwheat, 18 cents (R); flaxseed, 19 cents; Lima, Ohio, corn, rye, oats, barley, speltz or Kaffir corn, 13.5 cents; wheat or buckwheat, 16 cents; flaxseed, 18 cents.

Illinois Central

Supplement 2 to I. C. C. No. 4425, February 14. Wheat to New Orleans, La. (for export) from Thurman, Ky., 14 cents (A).

Supplement 25 to I. C. C. No. A7762, February 20. Corn, rye, oats and barley between Kiene, Quasqueton, Iowa, and Chicago, Peoria, 11.5 cents, and East St. Louis, Ill., 13.5 cents.

Chicago, Rock Island & Pacific

Supplement 7 to I. C. C. No. C9505, February 15. Wheat flour and corn flour to Keokuk, Clifford, Ottumwa, Kirkville, Eddyville, and Givin, Iowa, from Pipestone and Sioux Falls Groups, 15 cents; from Watertown Group, 17 cents.

Supplement 3 to I. C. C. No. C9537, Supplement 3 to I. C. C. No. C9638, Supplement 1 to I. C. C. No. C9638, February 15. Flaxseed and wheat between St. Paul, Minneapolis, Minnesota Transfer and South St. Paul, Minn., and Round Lake, Worthington, 9.1 cents; Luverne, Jasper, Minn., 9.7 cents; Pipestone, Minn., 9.6 cents. Corn, rye, oats and barley between above named points and Round Lake, Worthington, 8½ cents; Luverne, Jasper, 8.9 cents, and Pipestone, Minn., 8.8 cents (A).

Supplement 7 to I. C. C. No. C9476, February 28. Oil cake and oil meal from St. Paul, Minneapolis and Minnesota Transfer, Minn., (originating beyond or from grain or seed originating beyond) to Fort Smith, Ark., 26.5 cents (R); mill feed, 22 cents; to Fort Smith, Ark., and Texarkana, Ark.—Texas, from Davenport and Muscatine, Iowa, to Fort Smith, 22 cents; to Texarkana, Ark.—Texas, 24.5 cents (R). Bran, chopped feed, corn meal, gluten feed, flour, gluten meal, flour, gluten meal, grain screenings and shorts (R) (all common but flour) from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Fort Smith and Van Buren, Ark., 28 cents.

Missouri Pacific

I. C. C. No. A2476, February 28. Flaxseed from Limon, Colo., to Fredonia, Kan., 30 cents; flour from Enterprise, Kan., to Winfield, Kan., 12 cents.

Supplement 5 to I. C. C. No. A2384, February 24. To Searcy, Ark., from St. Louis, Carondelet, Mo., East St. Louis and Du Po, Ill., flour, wheat, 15 cents; corn meal and corn, 13 cents; from Cairo, Gale and Thebes, Ill., flour and wheat, 13 cents; corn meal and corn, 11 cents; from Memphis, Tenn., flour and wheat, 12 cents; corn meal and corn, 10 cents; to West Point, Ark., from St. Louis, Carondelet, Mo., East St. Louis, and Du Po, Ill., flour and wheat, 16 cents; corn meal and corn, 14 cents; from Cairo, Gale and Thebes, Ill., flour and wheat, 14 cents; corn meal and corn, 12 cents; from Memphis, Tenn., flour and wheat, 12 cents; corn meal and corn, 10 cents.

Oregon-Washington Railroad and Navigation Company

I. C. C. No. 282, February 20. Brewers' rice grits from Portland and East Portland, Ore., to Two Rivers, Sunnyside and North Yakima, Wash., 20 cents.

Great Northern

Supplement 4 to I. C. C. No. A1781, February 20. Flour from Ruthlon, Minn., to Racine, Buckeye, Sherman, Radcliffe's Crossing, Garden City, McCallsburg, Fernald, Shipley, Nevada, Cambridge, Elkhart, Enterprise, Swanwood, Des Moines, Iowa, 19½ cents (A).

I. C. C. No. 3793, February 20. Grain, flour and millstuffs between St. Paul, Minneapolis, Minnesota Transfer, Duluth, Minn., Superior, Allouez, Wis., and Sweetwater, Webster, Garske, Starkweather, Newville, Olmstead, Crocus, Rock Lake, Ellsbury and Hansboro, N. D., 13 cents.

Supplement 9 to I. C. C. No. A3640, March 1. Flour between Atchison, Kan., Council Bluffs, Iowa, Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., Slater, Mo., South Omaha, Neb., and Breckenridge, Minn., and Wahpeton, N. D., 24½ cents; between same points and Moorhead, Minn., and Fargo, N. D., 25 cents.

Atchison, Topeka & Santa Fe

Supplement 8 to I. C. C. No. 6240, March 2. Flour between St. Paul, Minneapolis and Minnesota Transfer, Minn., and Joplin, Mo., and Pittsburg, Kan., 21 cents.

Supplement 8 to I. C. C. No. 5687, February 20. To Galveston, Port Bolivar and Texas City, Texas (for export) from Miltonvale, Sulphur Springs, Aurora, Huscher, Concordia, Kan., wheat, 27½ cents; corn, 24½ cents.

Supplement I. C. C. cancelling No. 5786, February 21. Flour from Blackwell, Okla., to Williamsville, Mo., 25½ cents; from Independence, Mo., to Oklahoma City, Okla., 20½ cents.

Supplement 6 to I. C. C. No. 5407, February 22. Alfalfa meal to Memphis, Tenn., from Riley, Gravel Pit, Nepesta, Boone, Avondale, Nyberg, Hayden, Devine and Baxter, Colo., 33 cents; Roberta and Hawley, Colo., 31 cents (R).

W. H. Hosmer, Agent for Western Trunk Line**Committee**

Supplement 6 to I. C. C. No. A390. Grain products from Springfield, Ill., to Cincinnati, Ohio, and North Vernon, Ind., 10 cents (A); corn oil cake, ground and unground, linseed oil cake, ground and unground, mixed live stock feed, linseed oil meal, brewers' dried grain and articles taking same rates from Peoria, Pekin, Morris and South Bartonville, Ill., to Adrian, Mich., 10½ cents; Muncie, Ind., 9 cents; Newark, Ohio, 11 cents; Wabash, Ind., 9 cents; Fostoria, Ohio, 10½ cents; Columbus, Ohio, 10½ cents (also rates to other points).

West Shore

I. C. C. No. B8812, March 5. Starch from undercliff (Edgewater), N. J., to Easton, 8½ cents; Hanover and York, Pa., 10 cents.

Canadian Pacific

I. C. C. No. W513, March 6. Grain, flaxseed and products thereof from Medicine Hat, Alta., to Bellingham, 35 cents; Everett, 36½ cents; Seattle and Tacoma, Wash., 37½ cents.

I. C. C. No. W511, February 17. Grain, flaxseed and products thereof from Calgary and Medicine Hat, Alta., to San Francisco. Oakland Wharf, Cal., 40 cents; San Pedro, 52 cents, and San Diego, Cal., 55 cents.

Missouri, Kansas & Texas

Supplement 2 to I. C. C. No. A3872, March 10. Flaked corn and flaked wheat from Hannibal, Mo., (originating Quincy, Ill.) to Fort Smith, Ark., 27.9 cents (R).

I. C. C. No. A3932, March 10. Wheat, 20½ cents; corn, 17½ cents (also applies on articles taking same rates), from La Harpe, Gas, and Iola, Kan., to Little Rock, Ark.

Denver & Rio Grande

Supplement 1 to I. C. C. No. 2391, March 1. Buckwheat, coralline, corn meal, cracked wheat, farina, farinosa, flour, "Grape Nuts," grits, hominy oats, flakes, oat groats, oatmeal, "Postum Rolled Oats," "Shredded Wheat Biscuits," "Vitos" and wheat chop from Grand Junction, Colo., to Cisco, Utah, 15 cents; Thompsons, Utah, 17 cents; Green River, Utah, 20 cents.

Chicago Great Western

Supplement 7 to I. C. C. No. 4901, March 1. Between Minneapolis, St. Paul, Minn., and rate points and Rochester, Minn., flaxseed, wheat and corn, 10 cents; Douglas, flaxseed, wheat and corn, 9 cents; Pine Island, flaxseed, wheat, 8.5 cents; corn, 8 cents; Lena, flaxseed, wheat, 8 cents; corn, 7.3 cents; Zumbrota, Minn., flaxseed, wheat, 7.6 cents; corn, 7 cents. (Advance on corn) (rates will also apply on articles taking same rates).

Supplement 26 to I. C. C. No. 4737, March 1. Flour and articles taking same rates between Minneapolis, Minnesota Transfer, St. Paul, South St. Paul, Minneapolis and Mankato, Minn., 7 cents (R); Red Wing, Minn., 7.8 cents; Faribault, Minn., 7 cents (R).

Union Pacific

Supplement 14 to I. C. C. No. 2548, February 28. Between Durant, Neb., and Kansas City, Mo., Leavenworth, Kan., Atchison, Kan., St. Joseph, Mo., wheat, 15.05 cents; corn, 13.27 cents; oil meal, 15 cents; flax seed, millet seed, 21 cents; between same and Omaha, Neb., wheat, 11.47 cents; corn, 9.77 cents; oil meal, 11.5 cents; flax seed, millet seed, 14 cents; Denver, Colo., wheat, 30 cents; corn, 25 cents; oil meal, 25 cents.

Wabash

I. C. C. No. 3559, February 28. Feed, flour, grits, hominy and meal from Decatur and Jacksonville, Ill., to Brookport, Cairo, Metropolis, Ill., and Evansville, Ind. (when destined southeastern territory), 8 cents (R).

Chicago, Milwaukee & St. Paul

Supplement 133 to I. C. C. No. 9945, March 1. Between Pipestone, Minn., and Chicago, Ill., Milwaukee or Racine, Wis., flax seed and millet seed, wheat and flour, 17 cents; corn, rye, oats and barley, 15.5 cents; flax seed and millet seed, 14.5 cents; between same and Duluth and Cloquet, Minn., wheat, flax seed, and millet seed, 14.5 cents; corn, rye, oats, barley, pearl barley and rye flour, 13.4 cents; Superior, Wis., flax seed and millet seed, 14.5 cents; wheat, 14.5 cents; corn, rye, oats, barley, pearl barley and rye flour, 13.4 cents.

Supplement 12 to I. C. C. No. B2666, March 1. Flour (rye and buckwheat) from Janesville, Wis., to Burlington, Iowa, 10 cents; Hannibal, Mo., Keo-

kuk, Iowa, 11 cents; Le Mars, Iowa, 18 cents; Louisiana, Mo., and Quincy, Ill., 11 cents.

Chicago, Burlington & Quincy

Supplement 4 to I. C. C. No. 10742, February 16. Grain only from Hannibal, Mo., to New York, 16.5 cents; Philadelphia, 15.6 cents; Baltimore, 15 cents (A); from Quincy, Ill., to New York, 16 cents; Philadelphia, 15 cents, and Baltimore, 14.5 cents; grain products from Hannibal, Mo., to New York, 18.5 cents; Philadelphia, 16.5 cents; Baltimore, 15.5 cents; from Quincy, Ill., to New York, 18 cents; Philadelphia, 16.5 cents, and Baltimore, 15.5 cents; flour only from Hannibal to New York, 17.5 cents. (Advance in rates on grain and products from Hannibal, Mo.) All rates apply for export. (Rates named are reshipping rates and apply only on shipments of grain and products originating at points south and west of Hannibal, Mo., and Quincy, Ill.)

Toledo, Peoria & Western

I. C. C. No. 1103, February 19. Corn to Edinburg, Ind., from East Peoria, Chatsworth, Chenoa, Forrest, Ill., and other points, 9 cents (A).

Chicago & North-Western

Supplement 11 to I. C. C. No. 7402, February 16. Flour and articles taking same rates between Fort Pierre, S. D., and Aberdeen, 18.5 cents; Arlington, Brookings, 19 cents; Frankfort, 17.25 cents; Grotton, 18.5 cents; Huron, 14 cents; Lake Preston, 18 cents; Redfield, 16.25 cents; Watertown, S. D., 19.5 cents.

St. Louis & Southwestern

I. C. C. No. 3502, February 15. Alfalfa feed and meal, barley (except pearl barley), bran, corn, corn chops, corn meal, grain screenings, grits, hominy feed, middlings, molasses feed, oats, rye, shorts and sugar feed from Cairo, Thebes, Ill., to Helena, Ark., 10 cents (R).

deavoring to hold the grain on the farm. Under the present conditions business is extremely unsatisfactory to all concerned. We are inclined to think there would be a considerable run of corn before Spring work starts, should we have conditions that are relatively favorable. There seems to be quite a number of the farmers who want to sell before commencing their Spring work.

Yours truly,
BALDWIN GRAIN CO.
Bloomington, Ill.

WILL HAVE LITTLE EFFECT

Editor American Grain Trade:—We do not feel that the new corn grades will greatly affect the farmer or the local grain buyer. The principal benefits will be enjoyed by those trading from one terminal with another, and of course will have a tendency to affect the local dealer and farmer in some parts. However, on a whole it should work to the advantage of all concerned.

Yours truly,
BONGES & HATTEN.
Cedar Point, Ill.

NEW GRADES WILL MAKE CONFUSION

Editor American Grain Trade:—I think that a uniform system or rule of inspection is wholly necessary for the good of the grain trade in the United States. Our newly proposed rule of inspection, or grades, I think will be considerably confusing, and, as far as I know, I am satisfied with the present rule of inspection.

There is at present some prospect of a free movement of grain in this locality, if the present cold weather maintains.

Yours truly,
SHERIDAN, Ill. V. L. ANDERSON.

UNIFORM GRADES HELP DEALERS

Editor American Grain Trade:—It is our opinion the new grades will be a benefit for the reason that the grades will be uniform in all our markets and grain will be bought on its merits. This will benefit the dealer, also the farmer, as it will encourage the farmer to raise better grain and market it in better condition. The dealer will pay for the grade he gets. It will take some time to get the new grades understood and properly adopted, as our farmers are only accustomed to selling what they call "good corn."

Very truly yours,
GUILD & ROBINSON.
Medaryville, Ind.

NEW GRADES WILL NOT EFFECT THE TRADE

Editor American Grain Trade:—In our opinion, as a result of the new corn grades, there will in the end very little good or harm result to either the trade or the shipping fraternity in general. We believe that conditions will soon adjust themselves and the new machine, in the course of a short time, run practically as smoothly as the old one.

We feel that anything that will tend toward the standardizing of the grading rules over the country in general will eventually result in the betterment of conditions for all concerned.

Yours very truly,
AMERICAN HAY & GRAIN CO.
Marietta, Ohio.

BETTER QUALITY OF CORN UNDER NEW GRADES

Editor American Grain Trade:—I, for one, believe that the promulgation of the new Government grades of corn, which have been established and will go into effect July 1, 1914, is one of the best moves that our Government has ever made, and I will give the reasons for it.

In the first place we have some good A No. 1 farmers who know how to grow corn—and good corn. On the other hand we have farmers who grow cob with a little kernel around it to make it look like corn. This cob is full of moisture which prevents the corn from drying out until the warm winds of May or June arrive. In the Fall or early Winter this corn is bought, for more than it is worth usually, and when the mild weather comes it spoils and loses money for the dealers, from the elevator man to the consumer. The good farmer grows a smaller cob corn that matures sooner and brings better results, but he has to compete on the same market terms with the poor corn grower.

The result is that the farmer who grows the large cob corn with a lot of moisture got a premium for it, as some markets look for large ears, and so the appearance of this corn was better for such a market. The dealer got what he was looking for, a large ear, but he did not get what he paid for, as most of his purchase was moisture, instead of corn. The farmer who grew the small cob was not getting what was due him.

Now if the Government will establish a uniform grading system and our brother grain dealer will carry out this plan he will soon bring about an improvement in our bad, immatured corn which grain dealers have to contend with about every year. To do this the dealer will have to equip himself with a moisture tester and buy on the merits of the corn.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

CORN MOVEMENT SLOW

Editor American Grain Trade:—The corn crop in this section was very poor and so there is practically no movement here to speak of. Collections are a little bit bad but conditions otherwise are very satisfactory.

Yours very truly, EDWARD E. GOEKE CO.
Evansville, Ind.

UNIFORMITY IN GRADING DESIRED

Editor American Grain Trade:—I feel that the new government grading of corn should work out for the good of the farmer and dealer.

I am a firm believer in government supervision of grades and uniformity, as at present. Chicago is discounting grain that grades in all other markets. We are shipping in corn at present.

Respectfully,
H. E. TOOF.
Aurora, Neb.

WILL WORK OUT ALL RIGHT

Editor American Grain Trade:—The new grading of corn, I think, will be very confusing for a year or two, but if it is strictly adhered to by the country dealer I think it will finally work out in the favor of the dealer. But it will take a long time to educate the farmers up to it, as they always think they have the best grade of corn.

Yours truly,
G. H. BUNTON.
Atlantic, Iowa.

TERMINAL DEALER TO REAP BENEFIT

Editor American Grain Trade:—We do not believe the new Government grades on corn will be of any benefit to the farmer, but will be detrimental to the country grain dealer, and possibly a benefit to the terminal dealer. Believe the Government grades will force the farmer to take better care of his corn and bring it to the market cleaner, and in better condition than he has been in the habit of doing. We believe it will be up to the country dealer to buy on the Government grades in the country or take loss and discounts when his grain arrives in the terminal market.

Yours very truly, HOLMQUIST ELEVATOR CO.
Omaha, Neb.

NO CONFUSION IN NEW GRADES

Editor American Grain Trade:—We feel that the new Government grades for corn can be of no possible benefit to anybody unless some provision is made by the Federal Government for their enforcement, and, we understand, up to this date there is no such provision. It is our opinion that these new grades cannot be enforced under any existing law. The consumer will be benefited more from these grades, if they are enforced, than any other class of people, and this we believe is the intention of the Government in establishing the grades. The grain dealer will benefit only in so far as he will be forced to put his corn in condition before shipping it and consequently will have fewer losses. The farmer will be benefited in that he will be forced, or encouraged at least, to raise a better quality of grain, and along with this we feel that there will be a larger yield per acre.

We see no reason why there should be a very great amount of confusion over the change in the grades. At present most shippers sell No. 3 corn or No. 4 corn. Under the new grades it seems

likely that the commercial grades from the country elevators will be changed to No. 4 and No. 5.

The movement of corn in this territory has been very irregular. There is much larger movement in some localities than in others. We scarcely know what per cent of the corn has been shipped, but it seems quite certain that it will be a scarce article in this territory during the summer months.

Yours truly, E. T. CUSTENBORDER & CO.
Sidney, Ohio.

OLD FIRM SPLITS

Editor American Grain Trade:—The present firm of Cuppy & Munson will be no more after the first day of March, 1914, as Mr. Munson of said firm takes complete control on that date. My father and I have sold our interests to him. We hope some time in the near future to find another location, as we do not want to quit the game.

Yours truly,
A. CUPPY.
Kemp, Ill.

GOVERNMENT SUPERVISION FAVORED

Editor American Grain Trade:—We cannot see where there is to be any gain by reducing the moisture test on corn.

We are heartily in favor of "government supervision of grading of grain." We hardly think it would cause much confusion in making the changes, although we are aware there are a great many "receivers" at the terminal markets who are fighting this move.

Yours very truly,
COTTRELL BROS.
Terre Haute, Ind.

NORTHWEST GRAIN MOVEMENT CEASES

Editor American Grain Trade:—Duluth grain receipts have fallen off sharply and it is becoming increasingly evident that farmers' deliveries have practically ceased. Current movement is generally at the expense of country elevators. Trade is anticipating an extremely light movement from now on up to the next crop. The cash grain market is in a rather quiet state owing to the limited offerings.

Yours truly, CHAS. F. MACDONALD,
Secretary, Duluth Board of Trade.

MORE WORK FOR THE COUNTRY DEALER

Editor American Grain Trade:—We believe the effect of the new government grades is largely a matter of guess work. There is really no basis on which to formulate an opinion. We do believe it is going to greatly complicate the work of the country grain dealer. Of course, in the winter time there can only be one possible effect, so far as Illinois country dealers are concerned, and that is to entirely eliminate from their calculations the No. 3 grades of corn, as there is no crop when there would be any considerable amount of corn which would grade No. 3 under the new rules. We are strongly in favor of the Government's supervision of grades as it is not so much the grade itself as the interpretation of the rule, to us seems important, and we trust the effect may be that the grades will be uniform in the principal markets.

Concerning the movement of corn from this section, would say that practically all the old contracts have been cleaned up. Farmers and dealers are in a waiting attitude hoping for favorable conditions to permit a considerable run of corn, but as long as the weather conditions are unfavorable and the condition of the corn apparently is such as to invite a discount, the farmers will be slow sellers, and under these conditions, the dealers are en-

and pay the farmer who makes an effort to grow better corn a premium for his work and care.

I firmly believe that if the grain trade as a whole will grade as the Government intends they should we will bring forth a much better quality of corn in a few years and will have less poor corn to contend with. This is certainly true as conditions exist in this locality.

Yours truly,

Curtice, Ohio.

H. G. DEHRING.

GRADING SHOULD BE DONE BY THE GOVERNMENT

Editor American Grain Trade:—Have been sounding some of our neighbor grain dealers on the subject of the new corn grades, and the opinion or feeling seems to favor Government grading.

However, there may not be any definite benefits to be derived other than that we will have an inspector who will not be dependent on the Board of Trade for his rations, and will no doubt use a little more discretion and fairness toward the elevator man.

We do not feel that the confusion will in anywise be long drawn out, and the movement should have the indorsement of all wide-awake elevator people.

Yours truly, FRED SCHLIENTZ AND SON.
Centerville, Ind.

NEW GRADES WILL RAISE CORN STANDARD

Editor American Grain Trade:—The new government grading of corn will, in my opinion, be a hardship for the elevator man. The farmers as a rule feel it is imposing on them and it will be hard to educate them to it. It will take years, in my opinion, to do this. As for myself, I am in favor of the change. I think it will finally bring our corn up to a better standard.

One farmer hates to take less for his corn than his neighbor and, therefore, I think we will have a better grade of corn. It may take a few years to accomplish this, but I believe it will be a benefit to both the farmer and grain dealer.

Sixty per cent of the corn from this territory has been marketed; the balance is held for a better price. Wheat is looking fine, better than I ever saw it before at this time.

Yours truly,
Fairmount, Ill.

O. C. BENSON.

NO HELP TO FARMERS OR COUNTRY SHIPPERS

Editor American Grain Trade:—I am unable to see where the new Government corn grades will benefit the farmer in the least. Most of the corn is now bought for what it is and the farmer that has the best corn gets the most for it. I think I can see where it will benefit the terminal elevator man that has a drier and can buy the corn that is close to the line and raise it a grade, but he is not likely to let any of his profit filter through his fingers to the country grain dealer or the farmer. I look for some confusion in getting the grades established so all will know just where they are at, but time will adjust it as it does in all things. Regarding government supervision of the grades I can't see where there is going to be any benefit in it to the country shipper. It will make a few more political jobs, but I can't see where that will be of any benefit to the farmer or grain dealer. Think about 60 per cent of the corn in my territory has left first hands. What is left is in strong hands and will be held.

Yours truly,
Iowa Falls, Ia.

C. C. BUCK.

PROFITS UP TO DEALER UNDER NEW GRADES

Editor American Grain Trade:—In regard to new corn grades, we think when they are fully understood by the grain trade as a whole, it will be a benefit to handlers of grain, country buyers, terminal market dealers and exporters. It may be a benefit to farmers.

If used intelligently by country dealers and they buy corn according to its moisture contents it will save them from severe loss and will enable them to pay farmers who take good care of corn and raise a good variety, what it is worth. It will enable them to buy corn of slovenly farmers at what it is worth. The present method of buying grain has been an injustice to good farmers, all kinds of grain, regardless of quality, bought at same price. This we believe is practiced throughout the greater part of Indiana.

In our opinion the raising of the moisture test for No. 3 corn was a mistake. We are strongly in favor of calling what the government has fixed as No. 3 corn, "Standard," and what they have fixed as No. 4 corn, "No. 3 corn." The shift from No. 3 to "Standard" as the commercial grade would have been much easier and much better for all concerned. If the grain dealers know their business, and we hope they do, then either the terminal mar-

kets will be compelled to get out their bids on No. 3 and No. 4 corn or the grain dealers will in all probability, where they are not fixed to take it moisture test, buy everything for No. 4 corn, and in this event of course the farmers will stand the loss.

There seems to be plenty of corn in the farmers' hands throughout this section of Indiana. The very mild weather we have had up to this time has taken but little heavy feed. We think there is an ample amount of corn to meet all requirements. Seems to be plenty of oats, hay, and all other farm products.

Yours truly,
GOODRICH BROS. HAY AND GRAIN COMPANY.
Winchester, Ind.

NEW GRADES BENEFIT RECEIVERS

Editor American Grain Trade:—In regard to Government inspection, we are opposed to the lowering of the moisture on No. 3 corn. We think that 19 per cent moisture is low enough on No. 3 corn, otherwise we favor uniform inspection. We believe the lowering of the moisture on No. 3 corn will work hardship on the farmer and shipper as well, for the harder the inspection, the more trouble there will be for the shipper.

The movement of corn in this territory is very light, and will be for months to come, as the crop here was light and the parties who have corn cribbed are amply able to hold it. The renter has marketed his crop. We believe the proposed lowering of moisture on No. 3 corn is against the shipper, and a benefit to the receiver.

Yours truly,

BROCTON ELEVATOR COMPANY.

Brocton, Ill.

MILWAUKEE GRAIN DEALERS' EDUCATIONAL WORK

Editor American Grain Trade:—The Chamber of Commerce has been instrumental in securing a large number of memberships in the Chamber of Commerce of the United States. One hundred five (105) members have so far been secured in Milwaukee, the list including a great many of the leading business men in various lines of industry.

The Milwaukee Chamber of Commerce, the Wisconsin College of Agriculture, and the Wisconsin Bankers' Association, will run a seed special through a portion of the State of Wisconsin, early in March. It is intended to make a trip of about two weeks, visiting fifteen to twenty communities and spreading the gospel of pedigreed seed and improved farming methods. A representative of the Chamber of Commerce will accompany the train to explain to the people the operation of an exchange and show them that it is necessary to the commercial marketing of their products.

The board of directors of the Chamber recently endorsed Baltimore for the location of a regional bank, under the newly enacted currency law.

H. P. West of Ripon won the rye trophy offered by the Chamber of Commerce at the January meeting of the Agricultural Experiment Association. The rule is that one exhibitor must win the Chamber of Commerce trophy twice before it becomes his property.

Yours very truly,

H. A. PLUMB,

Secretary, Chamber of Commerce.

Milwaukee, Wis.

JUSTICE ONLY IN UNIFORM GRADES

Editor American Grain Trade:—After some careful study of the new Government grades for corn and the probable ways and means for the Government supervision thereof, we are inclined to believe that the producers, the country shippers, and the consumers will greatly benefit by the uniformity so long sought for by these much interested parties.

Uniformity in grades and rules and in the execution of the same has been the Macedonian cry of the grain trade for many years.

Inasmuch as the country shipper or the consumer have never been represented in the terminal markets of the country and inasmuch as each and all of the distributing markets have been a law unto themselves in the fixing of grades, promulgating and enforcement of rules, and the employment and control of the inspectors, there could never be or has there ever been any inspection of grain by a disinterested party or parties, for "unto the master is the servant bound." We frankly admit that most all grain inspectors are honest, honorable men. But how can they help from obeying their business masters, namely, the Inspection Committee and the influential members of the Grain Exchanges? How can they refrain from giving to those that provide their job the benefit of the doubt, or, in other words, the benefit of the grade? The shipper and the consumer pay the inspector's salary, but the Exchange hires the man and bosses the job.

The Government grades for corn cannot, in our estimation, cause the farmers, the country shippers, or the consumers any confusion whatever. Its uniformity is to be practiced, not pretended. That is what the producers and the consumers of the world

have been demanding of the Grain Exchanges for years. Who is to blame? Warning notes were sounded long ago, but those harboring selfish interests would not heed the warning, so Uncle Sam had to shake and spank the child.

Oh, how tired the country shippers are of hearing that old, old song, "Buy on grade." We will attend to that all right when we can sell "on grade." How long must we yet stand for that abominable practice, "No. 4 yellow or better;" "No. 4 white or better," etc.?

On! "Consistency, thou art a jewel."

Yours very truly,

Hicksville, Ohio.

BEAR GRAIN CO.

NEW GRADES WILL BENEFIT ALL

Editor American Grain Trade:—We are heartily in favor of the Government grades and incidentally the moisture test. The benefits of these grades will be far-reaching and, in our opinion, both the farmer and the grain dealer will reap this benefit. It will cause the farmer to give more attention to the matter of proper cribbing and more essentially the matter of shucking. There are lots of farmers who cannot resist the tendency to start husking their corn about twenty to thirty days ahead of the proper time, and consequently their corn is always blue-eyed, sour, and musty. There will be a return to the smaller eared corn, such as Silver Mine, and this smaller corn will mature more fully than the majority of corn does at the present time. With better corn being delivered to the elevators it will devolve upon the grain dealer to install the necessary machinery to properly clean and blow his corn and thus raise the grade. The matter of cracked corn is of no consequence, inasmuch as the dealer can readily sell same for feed. The matter of profit to the dealer will depend upon how he buys the corn from the farmer, and whether he is willing to pay for the grade which he eventually ships or if he wants to make the additional profit to which his plant and machinery entitle him. The farmers can be educated to the matter of grades and that with no great effort on the part of the grain dealer.

The confusion caused by the change in grades will be short lived if there is any at all. The matter has been hashed over pretty thoroughly and after a dealer has shipped out a car or two and received a dock of from ten to fifteen cents a bushel he will get acquainted with the grades and the confusion on his part will be a matter of the past. The country dealers can grade and inspect grain generally as well as the terminal inspectors and if they will lose sight of the money they want to make, and grade impartially and sell accordingly, they will have no trouble.

We believe that the grades will do what they were intended to accomplish, i. e., put the loss for off grade grain on the producer of such grain.

But little corn will move at the present prices, most of the farmers holding for 60 cents. We are at a loss to know how much corn will move between now and another crop. There are no oats to move, neither is there any wheat. More Fall and Winter plowing than ever before known in this locality, and more wheat put in than in years. The wheat is looking fine.

Very truly yours,

HOMER ANDREWS.

Walker, Ill.

FEDERAL INSPECTION ADVOCATED

Editor American Grain Trade:—We believe that there will be definite, positive benefits under the new corn grades to the feeders or manufacturers who buy corn. Under the new rules, they will know just how much moisture they are buying. Heretofore, this question has generally been indefinite and the buyer has frequently paid for more moisture than he supposed the corn contained.

We think the new rules will result in a lower price to those farmers who grow and sell an inferior quality of corn which contains a high percentage of moisture. It has been customary for these farmers to get more for their corn than it was really worth, compared with better corn, grown by their neighbors or by the farmers in other communities or states.

We are in doubt as to whether the middleman will be unfavorably affected or otherwise. The probabilities are that he will experience both effects on different shipments or sales or purchases.

On the whole, we favor the new grades as adopted, and believe that in the long run the tendency will be to cause farmers to grow a better quality of corn and to have it in better condition when they place it upon the market. If the new grades do have these effects, there can be no question that the change will be beneficial to all parties concerned.

The most vital factor, however, in connection with any grade is that of inspection. It has been demonstrated and proven time without number that the present or old system of inspection has been unreliable and lacks uniformity, the inspection in no two markets being the same. The present system of inspection is purely local and there does

not seem to be much chance for improvement except with Federal inspection prevailing.

It is a well known fact that the present inspection on grain coming in is in a great many cases different from the inspection on grain going out. In other words, it is customary for the dealers in some of the terminal markets to demand one grade of grain when they buy and to give another grade of grain when they sell, and yet to have both covered by the same certificate of inspection and issued by the same inspectors.

If the inspector becomes unruly or balks, then the Grain Committee can overrule his decision. This committee feature is probably the worst one connected with the whole present system of inspection. In itself, it furnishes a sufficient reason for Federal inspection.

The only present difference between the country grain shipper and the country miller is that the country grain shipper has to pay for the inspection of the grain which he ships, while the country miller does not have to pay for the inspection of the grain which he buys from the terminal markets. Neither the country shipper nor the country miller has anything to say about the inspection.

Federal inspection probably would not prove to be perfect or ideal, but it is reasonable to believe that it would be less unfair and more impartial than the present way of inspecting grain. Here's hoping that Uncle Sam takes this question up for his next regular job.

Yours truly,
Blanchester, Ohio. THE DEWEY BROS. CO.

HAY, STRAW AND FEED

F. Splinter will open a feed store at Benton, Wis.
E. E. Caldwell has opened a feed store at Havana, Ill.

S. E. Johnson has opened a feed store at Idabel, Okla.

Knox & Potter have opened a feed store at Converse, Ind.

A feed store has been opened at Eureka, Mont., by J. B. Hall.

William Libben has opened a feed store at Port Clinton, Ohio.

R. R. Harris has opened a flour and feed business at Afton, Okla.

A feed store will be established at Groton, Conn., by Frank Danese.

Charles Wilson has opened a flour and feed store at Walters, Okla.

M. B. Hill has added a line of feed to his business at Battleford, Sask.

M. Orr has purchased the feed business of W. O. Hedley at Granite, Okla.

S. A. Pauken has removed his feed store to a new location at Maumee, Ohio.

The Bishop Feed Store at Cairo, Ill., has been taken over by R. H. Spann.

Weilbacker & Co. have engaged in the flour and feed business at Eden, N. Y.

Park & Lichty have opened a feed store in their new elevator at Pomona, Cal.

W. Earl Pennoyer has disposed of his flour and feed business at West Monroe, N. Y.

The feed business of T. H. Eaton at Pocahontas, Iowa, has been purchased by E. L. Bruce.

The Kelley Hay Company of Vinita, Okla., will erect a 1,000-ton hay barn at Adair, Okla.

V. H. Boyden has secured a half interest in the feed store of R. Phalen at Marathon, N. Y.

A new feed store has been opened at Belton, Texas, by the Porter & Durham Feed Company.

The Banner Grocery and Feed Company at Altoona, Ala., has completed a \$1,500 brick building.

Earl Edmison and James Snoddy have taken over the feed store of E. & W. Phillips at Beggs, Okla.

The feed business of T. W. Fisher at Asotin, Wash., was recently taken over by Schwartz & Irwin.

The flour and feed business of McGuire & Radle at Boonville, N. Y., has been taken over by Jesse R. Drake.

The Wolf Coal and Feed Company has been organized at Brooklyn, N. Y., with a capital stock of \$15,000.

Chapin & Co., feed dealers at Hammond, Ind., have decreased their capital stock from \$150,000 to \$130,000.

Incorporation papers have been filed by the Drovers' Feed Company of Kansas City, Mo., capitalized at \$4,000.

Maj. L. L. Tackitt has opened a feed store at Leedy, Okla., and W. H. Roberts will have charge of the business.

F. K. Tribble has purchased the interest of Walter Tulley in the feed business of Tribble & Tulley at Danville, Ky.

J. S. Nordstrom of Omaha, Neb., has been seeking a location for a wholesale feed and grain store at Cushing, Okla.

The Kenova Grocery and Feed Company of Kenova, W. Va., has been incorporated with a capital stock of \$10,000. The incorporators are W. C. Mullen and M. A. Mullen of Huntington, W. Va., R. W.

Barrett, Ella M. Barrett and G. T. Gilkison of Kenova.

Yeagain Brothers of Grove, Okla., have removed their business to a new location, where an addition will be constructed.

A warehouse is in process of construction at La Grange, Ky., to be occupied by the La Grange Feed and Grain Company.

The firm of Reeves & Hobbs, dealers in feed at Lindsay, Okla., has been dissolved and Fred Reeves will continue the business.

The F. H. Moore Company has been incorporated at Concord, N. H., with a capital stock of \$5,000, to engage in a feed business.

Van Buren & Conkling, feed dealers at Hobart, N. Y., have dissolved partnership and Edgar T. Van Buren will continue the business.

The Farmers' Cash Feed and Seed Company, of Winston-Salem, N. C., has moved into larger quarters to handle its increasing business.

The Syracuse Sale Pavilion Company, Inc., capitalized at \$15,000, has filed articles of incorporation to deal in hay, feed, etc., at Liverpool, N. Y.

chester, Mass., treasurer, and W. J. Dooner, Somerville, Mass.

J. M. Frazer has purchased a building in Van Nuys, Cal., in which he will establish a feed, fuel, hay, grain and farming implement business.

The Rapier Sugar Feed Company has succeeded the Rapier Grain and Seed Company at Owensboro, Ky., and the American Malting Company's plant has been leased.

M. Meyer & Sons, Inc., have filed articles of incorporation at Brooklyn, N. Y., with a capital stock of \$10,000, to deal in hay, feed, etc. The incorporators are Samuel Meyer, Jacob Meyer and Bernet Meyer.

The Minnesota Railroad and Warehouse Commission on February 4 canceled the commission merchant license of the Minnesota Hay and Grain Company, Minneapolis, for failure to make a proper return on a car of hay consigned to the company on November 1, 1913, by L. H. Nelson of Kerkhoven, Minn.

Samuel Walton & Co., Pittsburgh, Pa., report week ending February 7. The receipts of hay the past week have been rather light, yet there is a great deal of low grade hay on track unsold, and the demand is for nothing but strictly No. 1 timothy hay, good No. 2 timothy hay and strictly No. 1 light mixed hay; consequently prices of the above grades have advanced and the market is firm, and should you have any you could ship at once would advise letting it come forward. The receipts of prairie hay have been very light, yet sufficient to meet the demand. There continues to be a fairly good supply of straw, with the market holding steady. There has been a fairly good supply of oats, with the market somewhat firmer. Our market for good sound clean No. 2 yellow ear corn continues firm with all arrivals finding ready sale. Shippers are again cautioned to assort their corn. There is a liberal supply of shelled corn with the market holding steady.

A HUGE HAYSTACK DESTROYED BY FIRE

Two thousand tons of hay, valued at \$35,000, in one great stack, is probably a record of its kind. The destruction of this amount of hay in a single fire is certainly a record and marks one of the greatest losses of farm products on the Pacific coast.

The fire which destroyed the huge stack of hay was of the most spectacular kind as it occurred at night and could be seen for miles around. The stack was on the Hanson ranch in Kings County,



TWO THOUSAND TONS OF HAY ON FIRE

The incorporators are Bernard V. Kelley, Syracuse, N. Y.; Ralph J. Stevens and Ward W. Stevens, both of Liverpool.

W. T. Holmes has sold his interest in the feed business at Jackson, Ohio, to D. D. Evans, who is engaged in the feed and grocery business.

The grain and flour firm of Riley & Kenworthy at Philadelphia, Pa., having offices in the Bourse, have added a feed department to their business.

The hay and grain warehouse of the C. S. Emrick Company at Cincinnati, Ohio, has been purchased by W. A. Van Horn of Lawrenceburg, Ohio.

Samuel F. McQuiston will open a flour and feed establishment at Meadville, Pa., in the store formerly occupied by Charles Stolz, flour and feed dealer.

The Peoria Flour and Feed Company has opened offices and sales rooms at Peoria, Ill. Members of the firm are Dr. Walter L. Houghland and Jack F. Slocum.

William J. Thompson & Co., Inc., have been incorporated at Somerville, Mass., with a capital stock of \$25,000, to deal in hay, grain and coal. The officers of the company are: W. J. Thompson, Somerville Mass., president; Felix J. Carr, Win-

Cal., and is believed to have been fired by tramps who were making a night's lodging house out of it and probably started smoking in the hay. The fire had gained such headway before it was discovered at the ranch house, that it could not be checked.

The hales were stacked about 40 feet high, 200 feet in length, and 50 feet wide, in spite of protest that there was danger in putting so great a quantity in one stack. The warning was unheeded, however, and as a consequence nothing was saved. The photograph of the conflagration was taken at night.

The biggest week for corn exports from the United States and Canada was the one beginning February 1, 1909, with exports of 8,289,359 bushels. The smallest amount, 11,247 bushels, was recorded in the week of November 28, 1912.

Hull, England, had a vast import grain trade during the last year. Facilities of the port were severely taxed by the 7,000,000 quarters (480 pounds each) of grain, including 360,000,000 bushels of wheat. A new dock and huge elevator, however, will be opened shortly, which will relieve congestion.

ASSOCIATIONS

THE CONVENTION CALENDAR

February 17 to 19—Illinois Farmers' Grain Dealers' Association at Ottawa, Ill.

February 19—Ohio Feed Dealers' Association at Warren, Ohio.

May 26 to 28—Kansas Grain Dealers' Association at Kansas City.

June 2 and 3—Illinois Grain Dealers' Association at Cairo, Ill.

July 14 to 16—National Hay Association at Cedar Point, Ohio.

October 12 to 14—Grain Dealers' National Association at Kansas City, Mo.

SECRETARY RIDDLE RESIGNS FROM TRI-STATE

Just before the new year, Secretary Thomas P. Riddle of Lima, Ohio, tendered his resignation as secretary to the Tri-State Grain Producers and Dealers Association. On February 6 the Association held a meeting at the Lima Club to act upon the resignation. Two sessions were consumed in the meeting, the secretaryship being the only subject discussed by the 50 members who were in attendance.

After the resignation was accepted, a resolution was passed asking Mr. Riddle to act as secretary until his successor could be appointed. A luncheon was served at the club for all present.

ILLINOIS GRAIN DEALERS ANNUAL DIRECTORY

The 1914 directory of the Illinois Grain Dealers' Association contains just the information which is of value to the grain trade and which should induce every dealer in the state to become a member of the Association. The shipping stations of every railroad in the state are noted with the name of the shippers at each point. The list of the members is given alphabetically according to location, and also the Constitution and By-Laws of the Association.

Not the least important part of the directory is the advertising feature. These advertising pages provide every dealer with information regarding all interests of the elevator or commission man. The excellent indexes of railroads, grain dealers, and advertisers, add much to the value of the book, as they afford a quick means of finding any information desired in the 186 pages of the volume. Secretary Strong is to be congratulated on the compilation.

KANSAS GRAIN DEALERS TO MEET IN MAY

The announcement has been made that the annual meeting of the Kansas Grain Dealers' Association will be held this year at Kansas City, Mo., on May 26-28. Tentative plans are under way to charter a steamer from St. Louis to Minneapolis and return. Eleven days would be spent on the trip and the estimated expense, including the fare from Kansas City to St. Louis and return, would be \$41. If a great enough number of the grain dealers signify their desire to take such a trip it will undoubtedly be carried out.

Secretary E. J. Smiley announces that the Governor has stated "that if no one makes a complaint no elevator coming under the provisions of this enactment (providing for the installation of fire-escapes) will be compelled to put on the fire-escapes and go to this unusual expense."

A bill to provide for compulsory inspection and weighing of all grain is being advocated in Kansas. As much of the wheat in the state is sold direct to mills on sample, such a law would work a hardship on many shippers, and the grain trade of the state is urged to use their influence to prevent the passage of such a bill.

ASSOCIATION BRIEFS

The Grain Solicitors' Association held their first get together meeting of the year at the Athletic Club, Minneapolis, Minn. The meeting was informal and after the address of welcome by Neil M. Cronin many of those present gave brief sketches of other adventures on the road. Those attending were J. E. Stephens of Stair, Christensen & Timmerman; Walter C. Borrill, Getchell-Tanton Company; Martin E. Johnson, F. M. Davis & Co.; R. B. Hancock, McCarthy Bros. & Co.; Hawkins, McDonald & Wyman; Frank Kelly, John McLeod & Co.; P. Haag, Wm. Dalrymple Company; C. C. Reiger, Woodward & Co.; G. E. Green, McDonald & Wyman; president of the association, B. DeMersseman, Skewis Grain Company; J. Williams, Banner Grain

Company; Ray Sanborn, J. K. Elliott & Co.; and J. R. Adams and W. J. Stephens.

George J. Betzelberger of Delavan, Ill., has been appointed state scale inspector by the Illinois Grain Dealers' Association. He began his work with a two weeks' visit to the plant of the Fairbanks, Morse Company, where he made a careful study of scales of all kinds.

Iowa Farmers' Grain Dealers' Association held its meeting at Waterloo. The convention opened on February 10 and lasted for three days. The housing capacity of the town was taxed to care for the

FIRES-CASUALTIES

The Keckler Elevator at Manley, Neb., was damaged by fire recently.

The Wilson Feed Store at Chireno, Texas, was recently destroyed by fire.

John W. English's feed store at Lawrenceburg, Tenn., has been destroyed by fire.

The feed store of W. Rendleman at Murphysboro, Ill., was damaged by fire recently.

The grain and flour warehouse of the Ezl. Dunwoody Company at Philadelphia, Pa., was damaged by fire recently.

The plant of the Equity Elevator and Trading Company at Hickson, N. D., was partially destroyed by fire on January 21.

The elevator at Battle Lake, Minn., operated by the Hatch Implement and Grain Company, was destroyed by fire last month.

Fire completely destroyed the feed and grain plant of Lyman Brooks at Rockport, Texas, recently. The plant was partially insured.

On January 22 the Hastings Elevator at Sintaluta, Sask., was destroyed by fire. There were about 3,000 bushels of grain in the house.

The elevator at Bruce, Okla., has been destroyed by fire, entailing a loss of \$6,000, including 3,000 bushels of corn and 1,500 bushels of oats.

The plant of the A. P. Morgan Grain Company at Atlanta, Ga., was slightly damaged by fire recently when flames were discovered in a pile of old sacks.

Fire destroyed the hay and grain establishment of William Chaplow & Son at Fall River, Mass., on January 20; the loss about \$10,000, with insurance \$3,000.

The building of the Waco Fuel Company at Waco, Texas, containing a stock of grain and feed, was recently destroyed by fire, the loss amounting to \$6,000.

The plant of the Greenwood Mill and Elevator Company at Rogana, Tenn., was destroyed by fire last month. It was built at an expenditure of \$30,000.

The Farmers' Elevator with 8,000 bushels of grain at Antler, N. D., was destroyed by fire on January 24. There was \$6,500 insurance on the building.

In a disastrous fire that destroyed a number of business houses in Didsbury, Alta., recently, the flour and feed establishment of Jones & Pearce was damaged.

A. L. Hodge & Co. of Roxbury, Conn., suffered a loss of \$50,000 when their elevator and mill were destroyed by fire on January 22. There was partial insurance.

Seventeen thousand bushels of barley were consumed when the elevator of the Gund Brewing Company at Wykoff, Minn., was destroyed by fire on January 15.

A probable loss of \$20,000 was incurred when 31 cars on the Soo Line filled with grain were derailed in the yards at Twin Lakes, Minn., on January 16, and eight of the cars went through a small bridge over a ravine.

Fred Ranz was found dead in his elevator at Claytonville, Ill., on February 2. As his body was badly mangled, it is believed that he was caught in the shafting and perhaps instantly killed. He was 45 years of age and had been engaged in the grain

business for many years. He was a member of the firm of Rose, Ranz and Beebe.

NATIONAL ASSOCIATION TAKES HAY CENSUS

The hay crop report issued by the National Hay Association covers the Western states. Estimates of the hay crop in Kansas vary from 30 to 80 per cent for various sections. Good pasturage has kept down the demand but all feeds are scarce and a rise in price is predicted. Missouri reports a short crop, a little better than Kansas, from 35 to 40 per cent still in producers' hands. Nebraska harvested about 66 per cent of normal crop. Texas has about three-fourths of a crop and one-half has been marketed. The late floods destroyed large amounts. Colorado had over an average crop in some sections, with 70 per cent on hand, other sections light. Idaho, normal crop, prices very high. Iowa, big wild hay crop, 70 per cent of tame hay, demand weak, future price depending on weather. Available supply of Western alfalfa smallest in years. Prices high.

business for many years. He was a member of the firm of Rose, Ranz and Beebe.

Jacob Wetzel, grain dealer, sustained a broken arm on January 26, when he fell from the top of a corn elevator at New Riegel, Ohio, and struck an open barrel.

The large hay warehouse of the Grayson Mill and Grain Company, Van Alstyne, Texas, was destroyed by fire last month, the loss estimated at \$3,000 with \$1,800 insurance.

William F. Rudisill was painfully injured while at work in the O. M. Clark Elevator at Cable, Ohio, on February 4, when a section of the line shafting broke and one end struck him.

The elevator of the Fayette Grain Company at Washington, C. H., Ohio, was somewhat damaged on January 22, when a heavily loaded coal car was derailed and crashed into the elevator.

Twelve buildings in the business district of Thorsby, Ala., were destroyed or damaged by fire recently, with a loss estimated at \$50,000. The store of the Robertson Feed and Supply Company was included in this number.

The plant of the Louisiana Grain and Milling Company at Lake Charles, La., was destroyed by fire on January 15. The warehouses were well filled with grain and the loss was \$30,000, partially covered by insurance.

J. B. & W. A. Lampher, hay and grain dealers at Lynn, Mass., suffered a loss of \$6,000, when a warehouse was burned on February 1. It is alleged that an intoxicated driver, employed by the firm, set fire to the building.

The elevator at Doty, a station near Viola, Minn., was destroyed by fire on January 27. The house was owned and operated by P. W. Boler and contained a quantity of grain. The loss was partially covered by insurance.

Last month the elevator of the Rhome Milling Company at Newark, Texas, was destroyed by fire. The blaze is believed to have been of incendiary origin. A train of freight cars belong to the Rock Island Railroad was also consumed.

Fire originating from defective electrical wiring completely destroyed one of the main warehouses of the Aultman & Taylor Machinery Company at Mansfield, Ohio, on February 1. Twelve finished grain separators were burned and the loss was estimated at \$25,000.

The grain storage plant in connection with the flour mill of McFarland Brothers at Monroe City, Mo., was destroyed by fire on January 20, when the mill was consumed. The elevator contained approximately 10,000 bushels of wheat and a quantity of corn and other grain. The loss was partially covered by insurance.

Fire aided by a strong wind destroyed the elevator and wholesale produce establishment of S. C. Watkins & Co., at Clarksburg, W. Va., last month. The buildings and contents were valued at about \$125,000, with \$40,000 insurance. The flames originated in a hay warehouse. The buildings contained an unusually large stock and two loaded freight cars were also consumed. S. C. Watkins & Co. is an incorporated concern with an authorized capital stock of \$100,000. S. Austin Smith is the president, S. C. Watkins, vice-president; M. M. Morris, general manager, secretary and treasurer, and L. C. Shingleton, assistant manager.

IN THE COURTS

Edward S. Mozier, a feed dealer at Marion, Ohio, it is reported, has filed a petition in voluntary bankruptcy, listing his assets at \$5,925, with liabilities, \$5,067.45.

William Von Beckman has brought suit against the Corn Products Refining Company, Pekin, Ill., for \$20,000 damages for injuries sustained in the plant last May.

The Chicago & Northwestern Railway is the defendant in a suit brought by the Droge Elevator Company, Council Bluffs, Iowa, to collect \$1,557.16, alleged to be due for charges, delay in shipment, etc.

Mary Donahue has sued the Fairport Warehouse and Elevator Company, Fairport Harbor, Ohio, for \$12,000 for the death of her husband, who was crushed between two cars while engaged as watchman for the company.

A governmental inquiry as to an alleged rebating conspiracy between the W. H. Merritt Company, grain dealers, Chicago, and the Pennsylvania and the Pittsburgh, Cincinnati, Chicago & St. Louis railroad companies will take place, it is stated.

Amella Erickson, of Madison, Ill., has been given a judgment of \$5,000 against the Miller Grain Company for the death of her husband. Evidence showed that he was struck by a board thrown from a window of the plant and died from his injuries.

Two suits have been filed against the Toledo, Peoria & Western Railroad by Clinton E. Graves and the S. C. Bartlett Company, grain dealers at Weston, Ill., in which it is alleged that two elevators destroyed by fire in 1912 were ignited by locomotive sparks.

The Circuit Court of Appeals at Cincinnati, Ohio, reversed the decision of the Federal Court for Eastern Michigan in the case of the Cleveland Grain Company against G. B. Taylor and the steamer "R. B. Fitzpatrick," decreeing that the grain company receive \$4,218 for wheat damaged by oil.

The decision on the appeal of the plaintiff in the case of Paul and Elizabeth Kuhn, grain dealers at Terre Haute, Ind., against the Cleveland, Cincinnati, Chicago & St. Louis Railroad, affirmed the judgment of the Circuit Court of McLean County, Ill., which assessed nominal damages. The action

was brought to recover damages for breaches of four bills of lading for the transportation of wheat from Ashmore, Ill., to Chattanooga, Tenn.

In the case of the Mackinaw Grain and Stock Company, Mackinaw, Ill., *versus* Frank L. Hinman and Chas. W. Holder, a tenant on the farm of Hinman, a division of an amount due for grain was made. The company filed the petition to determine who was entitled to the proceeds of a grain deal.

Two suits against the Albany Farmers' Company, Albany, Ore., which have been pending in the courts for several years, have been stipulated and will be settled out of court. The suits were brought by farmers who had grain stored in the company's warehouse, when the firm went into bankruptcy in 1908.

Three employees of Joseph J. Weffler, grain dealer at Yonkers, N. Y., were recently charged with the theft of 57 bags of oats, valued at \$80.95. It is claimed that the men had conspired to dispose of part of a carload of 1,000 bushels of oats consigned to a firm at Mt. Vernon, N. Y., to other parties at reduced rates.

It is stated that an involuntary petition in bankruptcy has been filed against the Geneva Malting Company, of Geneva, N. Y., by creditors who allege that the company has committed acts of bankruptcy and that the liabilities would exceed \$1,000. The company recently made application for the appointment of a receiver.

John Hough of Perry, Mich., has filed action against the Grand Trunk Railroad for damages sustained when the village was swept by fire last July. The plaintiff claims that his property caught fire from the elevator of Hiram Stark and that the grain house was ignited by sparks from a Grand Trunk locomotive.

The recent action brought by William J. Conners at Buffalo, N. Y., against Robert J. Colliers has been settled satisfactorily to both parties, although the terms of settlement were not made public. The action was brought for \$100,000 damages because of an article published in Collier's Weekly about five years ago concerning Mr. Conners in connection with the harbor elevator contract at Montreal, Que.

FIELD SEEDS

L. Mattice has been appointed seed inspector for the state of Minnesota.

The Morrow Grain Company of Legro, Ind., has installed a seed cleaner.

An elevator is in process of construction at San Benito, Texas, for the Tested Seeds Company.

The Portland Seed Company of Portland, Ore., recently received a carload of alfalfa seed grown in Germany.

The Ideal Seed and Grain Separator Company of Indianapolis, Ind., has filed a petition for a change of name.

Martin Cummings of Lexington, Mich., has taken the agency for the seed products of L. P. Gunson of Rochester, N. Y.

The John A. Salzer Seed Company of La Crosse, Wis., shipped a consignment of seed to Chile, South America, and one to the interior of South Africa last month.

L. W. Robinson, of Nezperce, Idaho, and John Getty, of Clarkston Idaho, have taken over the business of the Lewiston Seed and Feed Company at Lewiston, Idaho.

The Roswell Seed Company, of Roswell, N. M., recently added a wareroom to its main building, materially increasing its capacity. The firm has also added to its business a line of farm implements.

A plan is under way in the state of Idaho to combine the duties of the state horticultural deputies with that of the seed inspectors. Under the present system there is a corps of men sent out by the State Horticultural Department having various duties, also a company of men representing the State University Extension Department for the inspection of seeds. It is suggested that the horti-

cultural deputies also undertake seed inspection, thus eliminating considerable expense.

E. W. Fee, dealer in seeds, feed, poultry and stock supplies at Albuquerque, N. M., recently mailed 15,000 catalogues to poultrymen, gardeners, stockmen, bee keepers and ranchmen.

Charles C. Massie has been elected president and general manager of the seed house of Northrup, King & Co., Minneapolis, Minn., to succeed the late Preston King. Mr. Massie has been associated with the company for 20 years.

The Huhn Elevator Company of Minneapolis, Minn., recently purchased a quantity of Marquis wheat in Canada to be utilized for seed purposes, and it found a ready market. A part of the consignment was from a prize exhibition at the Alberta Fair.

The French Seed Products Company of Piqua, Ohio, has been incorporated with a capital stock of \$60,000, to engage in a seed products manufacturing business. The incorporators are A. W. French, J. W. Brown, A. M. Leonard, A. M. Fry and William Cook Rogers.

The Washington State Department of Agriculture will furnish free corn, alfalfa, pea and clover seed to 100 farmers living in different parts of the state. By this means the department hopes to secure a report of these crops as they develop under conditions in various parts of the state.

Unsuccessful in his efforts to secure 10,000 packages of alfalfa seed for experimental distribution in Arkansas, John H. Page, commissioner for the Bureau of Mines, Manufacture and Agriculture, has announced that he will send at his own expense a one pound package of the seed to any Arkansas farmer, who will write for it and pledge himself to use it scientifically as instructed by the depart-

ment. The announcement followed the decision of the United States Department to furnish 100,000 copies of farm bulletins for Arkansas.

Wood, Stubbs & Co. of Louisville, Ky., have issued their annual catalogue of "Blue Ribbon" seeds, an attractive 80-page book, well illustrated and containing full descriptions of their large seed stock, also interesting matter concerning plant diseases and remedies and much other information interesting to growers.

The Department of Agriculture of the Washington State College has been preparing a list of men having farm seeds for sale, to be used in giving information to those who inquire where desirable seeds may be obtained. This has been deemed advisable owing to Washington's various soil and climatic conditions.

The new Pennsylvania pure seed law was placed in operation last month and the United States Department of Agriculture has supplied the Bureau of Chemistry of the Pennsylvania State Agricultural Department with the information and sets of type samples of seed necessary for the enforcement of the new law.

A quart jar of yellow corn placed in the foundation of an old school building at Godfrey, Ill., 75 years ago, was unearthed last month, and, as it appears to be in a good state of preservation, it will be planted to ascertain what was considered a good variety of corn in the days it was stored away for a future generation.

Deputy Horticultural Commissioner R. C. Wylie, of Santa Barbara County, Cal., was recently called to Lompoc, Cal., to inspect a carload of red oats shipped in for seed purposes. After condemning the entire car, the oats were cleaned and it is said that the large amount of refuse revealed 16 varieties of noxious seeds.

Miss Katherine G. Stone of Ritzville, Wash., has been appointed seed analyst by the Department of Agriculture in that state, which has inaugurated a campaign to bring the seed market up to the standard. A rigid enforcement of the seed law is planned and prompt co-operation with farmers and seed dealers in making seed tests.

Blamberg Brothers, Inc., have filed articles of incorporation to engage in the seed and feed business at Baltimore, Md. The firm is capitalized at \$25,000 and will conduct a general grass and field seed, also feed business in a five-story warehouse. G. H. Blamberg was formerly associated with William G. Scarlett & Co.

According to report there has been much damaged clover seed this year owing to wet weather during harvest time. A large amount of clover was produced in the Central West and some that ordinarily would have been used for hay was utilized for seed owing to the dry season. The wet weather came about the time the clover was being cut for seed and some Indiana fields were not threshed until the holidays. Consequently a considerable amount rotted in the fields but there is a fair amount of excellent seed.

The Idaho State Seed Growers' Convention was held at Pocatello, Idaho, January 19-21, calling forth much enthusiasm and a large attendance. Pertinent subjects were handled by able speakers, followed by prolonged discussions. Don H. Bark, who is connected with the office of irrigation investigation, spoke on "When to Irrigate." Dr. E. G. Peterson, director of agricultural extension of the Utah Agricultural College, gave an address on "A State's Education and Its Agriculture." Prof. F. L. Kennard of the University of Idaho discussed "Grain Smuts and Their Treatments," in addition to a number of other interesting subjects. A feature of the convention was a banquet at which there was a large attendance. There was a splendid exhibition of seed products, covering practically every farm product, coming from a large number of counties.

CLOVER SEED REPORT

In a recently issued letter L. Teweles & Co., of Milwaukee, Wis., say: "It is a long time since Wisconsin has raised such a bountiful crop of red clover and the quality on the whole is above the average. In some sections of this state farmers have been ready sellers, in other parts they have been inclined to speculate. Prices, while higher than a month ago, are still reasonable. We look for a very heavy spring trade. Indiana and Ohio have a good crop, considerably larger than last year, but farmers are not moving their seed very freely. Michigan, Iowa and Minnesota have only a fair crop, considerably smaller than last year. Canada also has a smaller yield and acreage. Kentucky, Pennsylvania and New York State have some seed this season.

"A new red clover producing country has developed in the last few years, namely, Idaho and Oregon. Both these states have this year produced many thousands of bushels of beautiful seed and this western part of our country must be figured with in the future. Germany, Poland, Scandinavia, Hungary, Galicia, Austria, Bohemia, Holland and

Belgium, Italy and Russia report a fair crop of seed, but smaller on a whole than last year. France and England have an excellent crop. A great many of these countries thresh their seed only after the weather has become cold. It is therefore difficult to tell just what their yields will be.

"Wisconsin as well as Europe has raised only a fair crop of white clover and prices will again be high. The sweet clover crop is about the same as last year, but a large quantity of it unfit for seed purposes, containing very obnoxious weeds."

SEED TRADE-MARKS REGISTERED

The following illustrated trade-marks for seeds were registered with the Trade-Mark Bureau of the U. S. Patent Office, during the past month:

"Silver Coin" clover seed, alsike clover seed, alfalfa clover seed, white clover seed, crimson clover

**SILVER
COIN**
Ser. No. 70,218

CHIEF

Justice



Ser. No. 73,665.
BRAND



Ser. No. 72,924.

seed, sweet clover seed, timothy seed, red-top seed, blue grass seed and orchard grass seed. Arthur E. Schultz, Olney, Ill. Filed May 3, 1913. Serial No. 70,218. Published February 3, 1914. See cut.

"Justice" field seeds, grass seed, vegetable seeds and flower seeds. Springfield Seed Company, Springfield, Mo. Filed September 17, 1913. Serial No. 72,924. Published February 3, 1914. See cut.

"Chief" field and garden seed. M. J. Yopp Seed Company, Paducah, Ky. Filed October 29, 1913. Serial No. 73,665. Published February 3, 1914. See cut.

TOLEDO CLOVER MARKET

Southworth & Co., of Toledo, say in a recent market letter:

"The first week in February has witnessed shipments largely in excess of receipts, which duplicates the history of last year and is well in accord with usual custom. At the present rate, shipments for the month should run between 11,000 and 12,000 bags, or about the same as last year.

"Stocks here are in such shape as to be able to stand a fairly liberal outgo this month. Reports on size of stocks at interior points are contradictory, but the best opinion seems to be that there is a good deal of seed back, although much of it may not come forward unless prices are made more attractive.

"During the earlier part of the week prices recovered slowly from the heavy January liquidation, but at the week-end lost practically all of the gain. Trade is light and the fluctuations day by day do not reflect the true conditions on that account."

Grain and Seeds

ALFALFA SEED DIRECT

For farmers' price and sample, write J. L. MAXSON, Buffalo Gap, S. D.

WANTED

Seeds of all kinds. Send samples and lowest prices. C. T. HAMILTON, New Castle, Pa.

TIMOTHY SEED FOR SALE

Large or small amounts. Write for prices and sample. J. M. SCHULTZ, Teutopolis, Ill.

SEEDS FOR SALE

Located in best clover section in Indiana. Write for samples and prices. S. BASH & CO., Fort Wayne, Ind.

HAY AND SEEDS FOR SALE

It will pay buyers of hay and seeds to write us. Best grades ever raised. References, prices and terms on application. MODEL MILLING CO., Celina, Ohio.

SEED CORN FOR SALE

Choice, selected seed corn suitable for Illinois, Iowa, Nebraska, Kansas and Missouri, yellow and white varieties. Prices right. Write for particulars. THE McCAULL-WEBSTER ELEVATOR CO., Sioux City, Iowa.

SEEDS

SEEDS FOR SALE

Medium Red Clover, Alsike Clover, Mammoth Clover, Timothy Seed, and Millet. J. W. RICHARDS, Ferris, Ill.

FOR SALE

Seed corn dried in a furnace heated seed house, also clover and Soy beans. E. G. LEWIS, Media, Henderson Co., Ill.

SEED CORN FOR SALE

I have 4,000 bushels Reeds Yellow Dent at \$3.50 per bushel. Orders filled as received. CLARENCE T. WALTON, Thomasboro, Ill.

WANTED

Clover seed and clover tailings. Bad buck-horn lots our specialty. Send fair average samples with lowest prices. C. C. NORTON'S SONS, Greenfield, Ohio.

SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa, Clover, Millet, Red Top or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

ILLINOIS SEED CO.

1521-1535 Johnson St.

CHICAGO, ILL.

SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

The ALBERT **DICKINSON** COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

Chicago

PURE SEED LAWS

Minneapolis

Buy Our Celebrated
BADGER BRAND



Selected Seeds

and
Seed Corn

Alfalfa
Red Clover
Alsike Clover
White Clover

Always
Reliable

L. Teweles & Company

Milwaukee,

Established 1865

Wisconsin

Pioneer Distributors of Pure Seeds

SEED

SEED CORN

Timothy
Peas
Vetches
Rape

Best
Results

GRAIN TRADE PATENTS

Issued on January 13, 1914

Car-Seal.—Harry Romberger, Greenwood, Miss. Filed July 23, 1913. No. 1,084,112.

Joint for Silos, Grain Bins and Storage Tanks.—John R. Boardman, Oklahoma, Okla., assignor to the Boardman Company, Oklahoma, Okla. Filed October 30, 1912. No. 1,084,531. See cut.

Claim.—In a silo, the combination of superposed rings, the upper edge of the lower ring extending in rear of and above the lower edge of the upper ring, an angle plate secured to the lower ring below the upper edge of

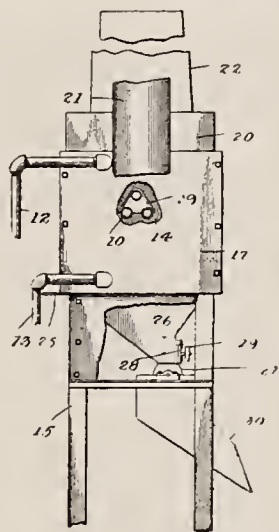


the same, an angle plate secured to the first mentioned plate in spaced relation to the said ring to provide a pocket which receives the upper ring, said last mentioned angle plate being secured to the upper ring, and a plastic filling arranged between the opposed surfaces of the plates and rings.

Issued on January 20, 1914

Grain-Drier.—Lee Jackson Dennis, Memphis, Tenn. Filed May 28, 1912. No. 1,084,732. See cut.

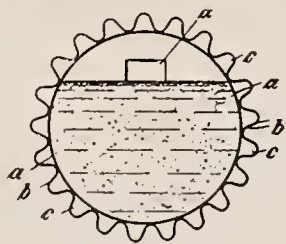
Claim.—In a grain drying device having a heating chamber, a stack for said chamber, said chamber having



double walls forming vents all around the chamber, the inner walls of the chamber being provided with a plurality of openings to said vents, downwardly inclined deflecting plates on the inside of said inner walls partly covering said openings and forming gateways for passing moisture from said chamber to the surrounding vents, drums forming the top of said vents and inclined so as to carry the moisture from the vents to the stack.

Process of Manufacturing Malt.—John von der Kammer, Berlin, Germany, assignor to Bertha von der Kammer, Chicago, Ill. Filed June 19, 1913. No. 1,084,943. See cut.

Claim.—The herein described process for the manufacture of malt, which comprises moistening the grain with a nourishing solution in a drum, discharging the solution, closing the drum to exclude outside air, leaving



the grain to itself for starting the growth, repeating the foregoing steps until the growth of the grain is nearly completed, and agitating and leaving the grain to itself closed within the drum, without any further supply of nourishing substances until the formation of enzymes is completed and the grain is converted to a complete state of mealiness.

Issued on January 27, 1914

Bean-Sorting Belt.—Ole Sutter, Isanti, Minn. Filed June 6, 1913. No. 1,085,179.

Issued on February 3, 1914

Concrete Silo.—William A. Hillman, Elgin, Ill. Filed April 8, 1912. No. 1,086,295.

Drying Apparatus.—William E. Prindle, Manitowoc, Wis. Original application filed February 28, 1912; divided and this application filed November 11, 1912. No. 1,085,939.

Seed-Testing Apparatus.—Burton H. Adams and Walter C. Adams, Decorah, Iowa. Filed April 6, 1911. No. 1,085,780.

An alfalfa which will grow and mature in the Far North is what Prof. Georgeson of the U. S. Dept. of Agriculture is at present working upon. If successful, wonderful results will be achieved, for feed for animals is now one of the drawbacks to Arctic development.

OBITUARY

P. E. Myrick, a retired grain dealer of Springfield, Mo., died recently.

Eugene Cross, a well-known dealer of Concord, Va., suddenly passed away on January 21.

Walter Crosby Miller, a grain broker of Cincinnati, Ohio, died last month. He was a member of the Chamber of Commerce.

P. C. Maricle, who has been engaged in the grain and feed business at Grandfield, Okla., for several years, recently passed away.

J. K. B. Emory, pioneer grain dealer, and one of the oldest members of the Chamber of Commerce, Baltimore, Md., recently died, aged 81 years.

W. H. Maynard, senior member of the grain firm of Maynard & Maynard at Worcester, Mass., died last month. The firm has been in the grain business for 50 years.

James Bradley, secretary of the Nye-Jenks Grain Company, Chicago, died at his home in this city on February 6. An account of his career is given elsewhere in this issue.

Charles P. Metcalf of Montreal, Que., passed away last month. For many years Mr. Metcalf was well-known in the grain and shipping trade of Montreal. He was seventy years of age.

James Officer Monroe, for many years an active grain merchant in Chicago and a member of the Board of Trade since 1864, has passed away, leaving a widow, three sons and two daughters.

Edward May, aged 57 years, passed away at Pittsburgh, Pa., on January 23. Mr. May was a native of Watertown, Wis., and about 12 years ago removed to Pittsburgh, where he was a grain broker.

Joseph A. Sattler, aged 27 years, agent for the Northwestern Elevator and Milling Company, Toledo, Ohio, died on January 22, following an operation. He is survived by his wife, parents, two brothers and seven sisters.

Charles Lieberman, grain dealer and member of the Milwaukee Chamber of Commerce, died of pneumonia at Riverside Sanitarium on January 17. Mr. Lieberman was a member of the firm of Rosenberg & Lieberman, Milwaukee, Wis. He is survived by his wife.

James S. Norris of St. Catherine, Ont., formerly of Montreal, Que., father of James and A. C. Norris and vice-president of Norris & Co., Chicago, has passed away. Mr. Norris has been in the grain export business all his life, having been one of the earliest Canadian exporters. He retired from business about two years ago.

Warren F. Chandler, aged 62 years, passed away at his home in Buffalo, N. Y., on January 15. For many years Mr. Chandler was well-known in the grain business in the East, and for 15 years was associated with Otto G. Spann in the grain business conducted by Spann & Chandler. Later he was connected with the grain office of Dudley M. Irwin.

Thos. M. Botts, aged 56 years, passed away at St. Andrew's Hospital, Lynchburg, Va., on January 17, from typhoid-pneumonia. For many years Mr. Botts had been an active member of the Baltimore Chamber of Commerce, having been engaged in the grain and flour business at that place. He was a native of Charleston, W. Va., and is survived by his widow and three children.

Meyhew A. Seymour, a pioneer in the grain commission business in Chicago, died on January 15, at his home in Hubbard's Woods, Ill., of heart disease. Mr. Seymour was born in Henderson, N. Y., in 1833 and came to Chicago in 1854, where for several years he was connected with the freight department of the Chicago, Burlington & Quincy Railroad. In 1861 he became a member of the Board of Trade and engaged in the grain commission business.

J. D. Jones, well-known grain man, passed away at his home in Winona, Minn., on January 25, following an illness of six weeks. Mr. Jones had been engaged in the grain business in southern Minnesota for 30 years. He was born in Cambria, Wis., in 1857 and entered the grain trade when a young man. In 1882 he was employed as agent for G. W. Van Dusen & Co. at Sleepy Eye, Minn., and remained with the company for three years. He removed to Winona in 1885, where he was employed as superintendent of the Winona Elevator Company. Later he was with grain and milling companies at Sleepy Eye and Chicago. He removed to Winona again in 1895, entering the employ of the H. J. O'Neill Grain Company as auditor for a line of elevators until the business was taken over by the American Malting Company. He was then manager of that company's line of elevators. In

1910, the Winona Grain Company was organized with J. D. Jones as manager. He is survived by his wife, two sisters and two brothers.

Word has been received of the death of Lincoln Pacaud at Montreal, Que. Mr. Pacaud was formerly a resident of Chicago and was at one time a large trader in oats on the Chicago Board of Trade. Duncan Pacaud, an oats specialist on the Chicago Board, is a brother.

Morrow S. Lowry, son of the late I. H. Lowry and a member of the former firm of I. H. Lowry & Co., one of the oldest houses in the Milwaukee Chamber of Commerce, passed away last month at his home in Milwaukee, Wis., aged 40 years. Mr. Lowry had been ill for a number of years and had been in California for about three years in search of health but returned early last year. His widow, his mother, one brother and four sisters survive him.

Charles F. Giles, well-known member of the San Francisco Grain Exchange, died at his home in San Francisco, Cal., on January 28. Mr. Giles had been associated with the grain trade practically all his life. He was connected with the Centennial Mills until 1892, when the Sperry Flour Company took over the business and Mr. Giles acted as grain buyer, continuing in that position until his death. He was one of the organizers of the Merchants' Exchange Club and served as director for several years. He had a friendly, sympathetic disposition and was well liked. He is survived by his widow, a son and a daughter.

Preston King, treasurer of Northrup, King & Co., seedsmen, Minneapolis, Minn., passed away at his home in that city after a short illness on January 18. Mr. King was born in Ilion, N. Y., in 1857 and went to Minneapolis with his parents when a child. After his collegiate course at Yale, he became an active factor in the business, social and club life of Minneapolis. He was an ardent lover of outdoor sports, particularly aquatic sportman ship. He began his business life in the office of the

YOU
are interested in
Cincinnati
—as—

it is the best cash market
in the country for Hay
and Grain, but you must

Consign
to get best results.

Our business is strictly
commission and we guar-
antee satisfactory service.
A copy of actual trans-
actions in the Cincinnati
market will be sent daily
upon request.

The Fitzgerald Bros. Co.

Members the Cincinnati Chamber of Commerce

CINCINNATI - - OHIO

ELEVATORS AND MILLS

ELEVATOR FOR SALE

A 60,000-bushel grain elevator, good business, good location. Built seven years. Price \$10,000 cash on easy terms. BOX 372, Winamac, Ind.

FOR SALE

Elevator, grain and coal business in northern Illinois town. Handles 350,000 bushels grain and 1,200 tons coal annually. For particulars, address ILLINOIS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

PUBLIC SALE

On February 28th next, I shall sell at public sale the elevator at Lemert and the mill at Sycamore, Ohio, belonging to the Sycamore Grain and Milling Company. A great opportunity for bargains. For particulars, address GEO. E. SCHROTH, Trustee, Tiffin, Ohio.

MACHINERY

FOR SALE

One 25-horsepower gasoline engine in good repair, manufactured in Fort Wayne. Engine can be seen at Broughton, Ohio. For further information write AXEL WHITE, Broughton, Ohio.

FOR SALE

One 25-horsepower Alamo Gasoline Engine; one 60-horsepower Russell, and one 70-horsepower Erie City Steam Engine; two 66-in x 16-ft. Erie City Boilers. E. E. McCARTNEY, Calla, Ohio.

FOR SALE

A 16-horsepower McVicker Automatic Gasoline Engine, guaranteed just as good as new, very powerful and very cheap. Write FRANK HOAG, 91 Elm Street, Cortland, Cortland Co., N. Y.

FOR SALE

Repairs for No. 2½ Western Warehouse Corn Sheller; upper and lower casings, front and rear supports. Price \$10 f. o. b. our city. T. L. REED & CO., Star City, Ind.

FOR SALE

50-horsepower two-cylinder horizontal Badger Gasoline Engine, \$485. One hundred other sizes and styles. State your power needs. BADGER MOTOR CO., Milwaukee, Wis.

FOR SALE

Machinery and equipment complete of 1,500-barrel mill, Nordyke & Marmon Sifter System; is all nearly new, having been used only two years. Will sell all together, or any part of same. The equipment includes 150-horsepower Hamilton Corliss Engine and one 1,000-horsepower Reynolds Corliss Engine, vertical. HARTZ MACHINERY CO., 607 Arch St., Philadelphia, Pa.

SCALES FOR SALE—REFITTED AND IN FIRST-CLASS CONDITION.

Dormant, 5,000-lb. Fairbanks, 48"x48" Dbl. Bm., \$55; 2,500-lb. Chicago, 46"x37" Sgl. Bm., \$30; 3,500-lb. Fairbanks, 42"x44" Dbl. Bm., \$40. Portable, 1,500-lb. Howe, \$20; 1,200-lb. Fairbanks Grain, \$25; wagon, 6-ton Monarch, 14"x8' Dbl. Bm., \$50; 6-ton Fairbanks, 18"x8', Dbl. Bm., \$65.

A few extra good bargains in large size Dormant, Wagon and Railroad Scales. Write for complete list. THE STANDARD SCALE & SUPPLY CO., 1345 Wabash Ave., Chicago, Ill.

MACHINERY

FOR SALE CHEAP

Two million feet elevator cribbing, timbers, joist and boards. Two thousand sash and doors, all sizes. Our prices will surprise you. Write us at once for estimate. RUEL LUMBER CO., 7337 Stony Island Ave., Chicago, Ill.

POSITIONS WANTED

WANTED

Position with some good firm to buy hay and grain. Have had experience and can give good reference. Kindly send all answers to J. D. W., Box 2, care "American Elevator and Grain Trade," Chicago, Ill.

Miscellaneous
Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

HAY FOR SALE

Daniel Bryan, Portland, Indiana, telegraph address, Bryant, Ind., shipper of hay. Grades guaranteed. Write for prices.

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

WANTED QUICK—TAG ADDRESSING MACHINE

Second-hand, preferably, if fitted for two or three line addresses on tags for feed bags. BAILEY-PLEASANTS CO., Lynchburg, Va.

HAY AND GRAIN WANTED.

All grades of wheat, corn, oats, hay, straw, milling buckwheat, bran, middlings, reddog, potatoes, cabbage, onions and apples. C. T. HAMILTON, New Castle, Pa.

FOR SALE OR TRADE

Desirable 10-room, gray stone front residence, in best residence section of Chicago, Kenwood. Modern and complete in all respects. Close to Illinois Central suburban and electric street lines, 15 minutes to the city. Having left Chicago will sell same at bargain or trade for central Illinois land or desirable country elevator in central Illinois. Price \$9,000. CENTRAL ILLINOIS, Box 11, care "American Elevator and Grain Trade," Chicago, Ill.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

[Special Report.]

CHICAGO BARLEY LETTER

BY MOSES ROTHSCHILD

Since our last market letter on barley there has been quite a change in conditions ruling. This change occurred on the upper grades of barley, particularly on some classes of Iowa goods that were faulty. Declines in the last few weeks averaged from 5 to 8 cents per bushel and on the top grades 6 to 8 cents per bushel.

The general situation remains much the same as heretofore. It is difficult at this time to bring ourselves to think that any immediate improvement may be looked for.

The combined storage capacity of Fort William and Port Arthur is now 41,935,000 bushels.

Displays of corn grown in Oregon, Washington and Idaho show the development which is being made and reported in the Northwest, with yields varying from 40 to 130 bushels per acre.

Grain exported from Montreal during the past season has been between seven and eight million bushels in excess of the best previous year, the total exported being well over 46,000,000 bushels.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

Elevator, corn crib, coal house, office and scales. For further particulars inquire of ISAAC MARKS, Troy Grove, Ill.

ELEVATOR FOR SALE

In southwest Iowa, 25,000 bushels' capacity. In good shape in every way. Reason for selling, to settle estate. Write BOX 93, Shenandoah, Iowa.

YOU CAN SELL YOUR ELEVATOR

For cash or transfer farms or other properties through our system. If interested, write us. BLACK'S BUSINESS AGENCY, Desk 22, 21 Main St., Durand, Wis.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS
COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given
Special AttentionPhone
Harrison 7228Orders in Futures
carefully executed

FREE WAGNER PROVISION

Forecast covering the 1913-14 packing situation. The Wagner Letter covering all speculative markets. "Impressions of World Prosperity," by Joseph Wild, Editor of the Wagner Letter. Sent on request. Mention this journal.

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PATENT ATTORNEY
ESTABLISHED 1892

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Grain — Provisions

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Barley a Specialty

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Operate Atlantic and Grand Trunk Western Elevators
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¶ Send us your grain to be sold on consignment. ¶ Let us bid for it when you desire to sell to arrive. ¶ You'll make no mistake (either Toledo or Chicago). ¶ Let us hear from you.

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79 BOARD OF TRADE

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And take contracts either for material alone or job completed.
Write us for prices. We can save you money.

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Protects you from

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Hay, Straw and Grain
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Commission Merchants, Grain and Seeds
We solicit your
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72 Board of Trade CHICAGO

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SO HAVE WE
CONSIGNMENTS
THAT'S ALL TRY US
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We are prepared to take on public storage anything you may have to offer, and will make you a loan on just as much grain as you care to store.

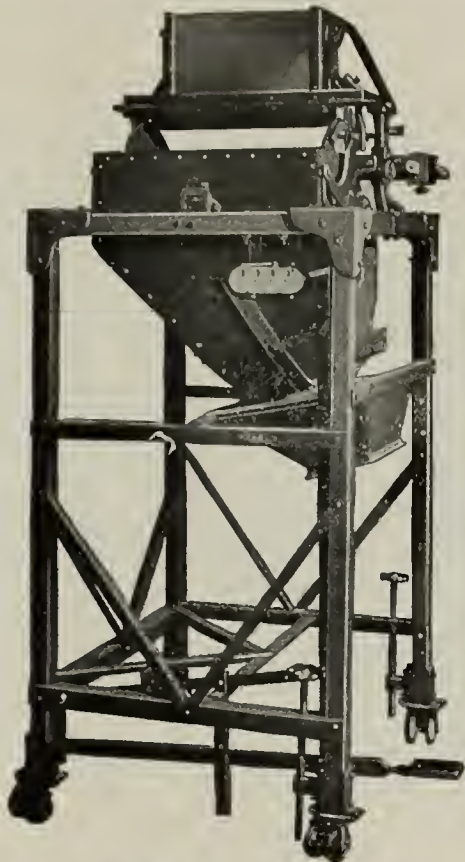
On account of these facilities, we are in a position to make you bids on corn, basis of 19 per cent for No. 3 white, yellow or mixed, with a stipulated discount for each per cent of additional moisture.

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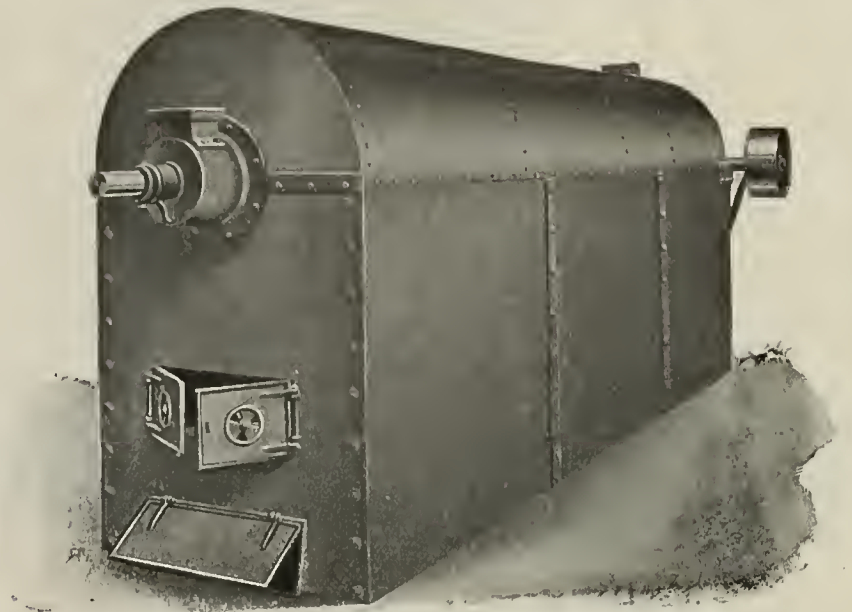
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"Fitz Special Grain Drier"**A New and Improved Method of Drying Grain**

The "Fitz Special" is a **continuous feed** machine. It does not have to be charged and recharged like so many other driers.

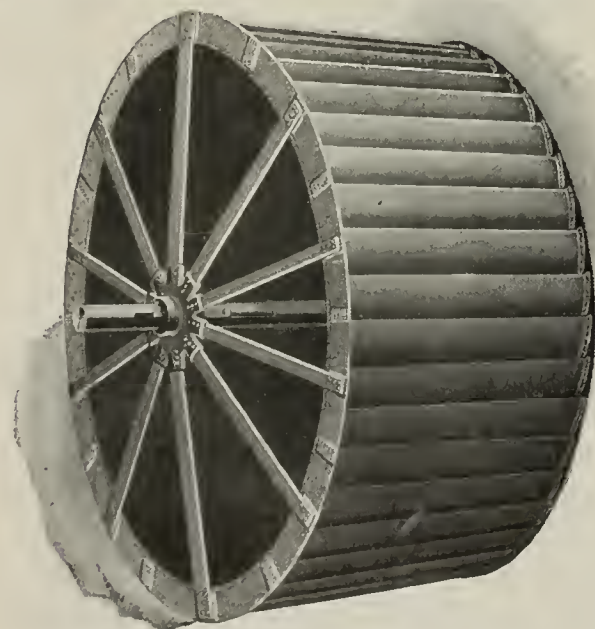
It is a self contained machine; simple to operate and easy to install in any location. It handles grain in any quantity desired up to 100 bushels per hour with perfect ease.

The grain is thoroly mixed while being dried. Every kernel is dried alike.

NO STEAM REQUIRED

The "Fitz Special" is not a Steam Drier. It uses Direct Heat from a fire contained within the machine itself. It dries grain at less cost per bushel than any other method.

And the price is reasonable too. Send for our circular and get full details.

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Will develop one-third more power than any turbine made, using the same amount of water and working under the same conditions.

Can not choke up with leaves or sticks. Impossible to get out of balance or clogged with ice like the "old-fashioned overshoot." Full particulars in Catalog No. 11. Mention this magazine.

Fitz Water Wheel Co. Hanover, Penna.

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Terminal Elevators
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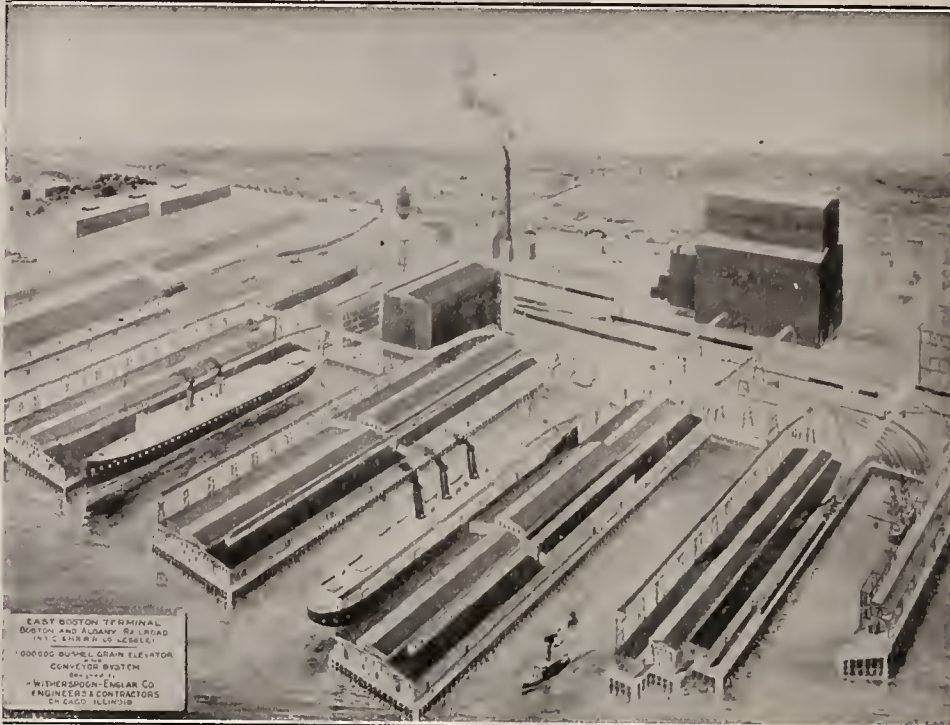


Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co.
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Designs and estimates promptly furnished
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CHICAGO
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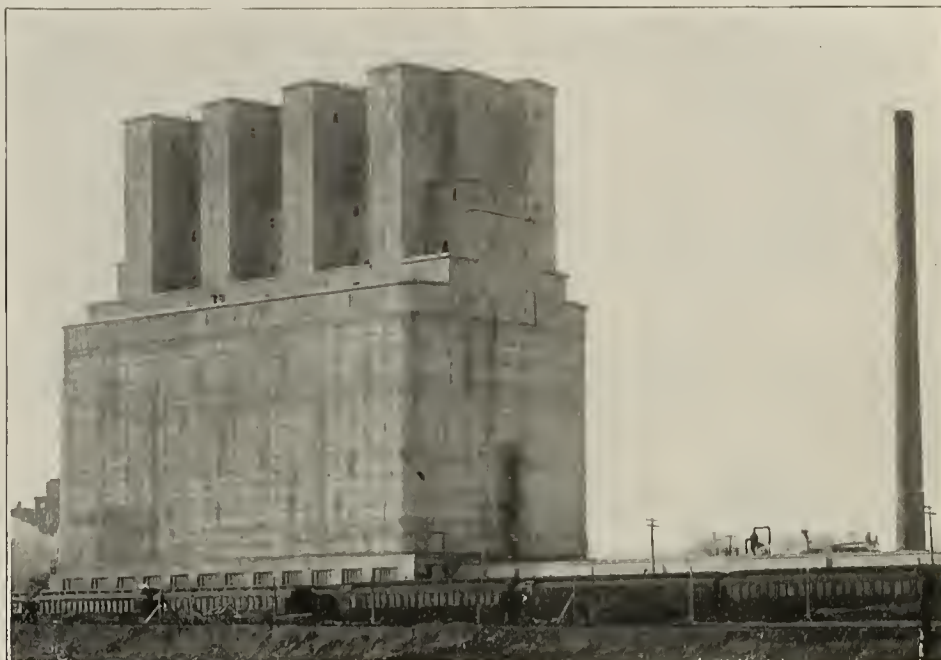
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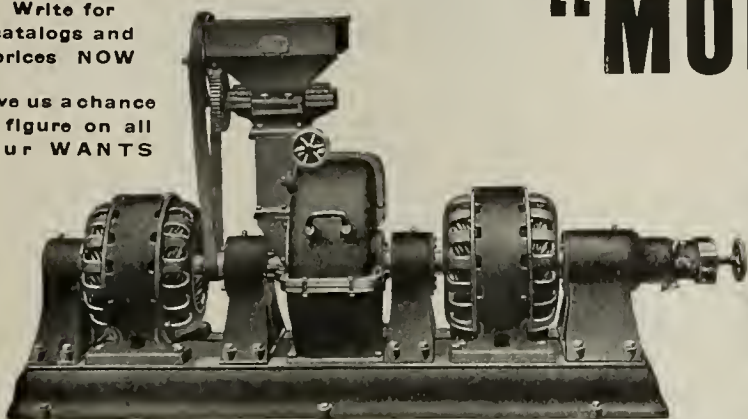
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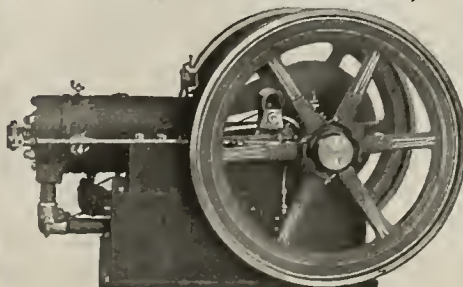
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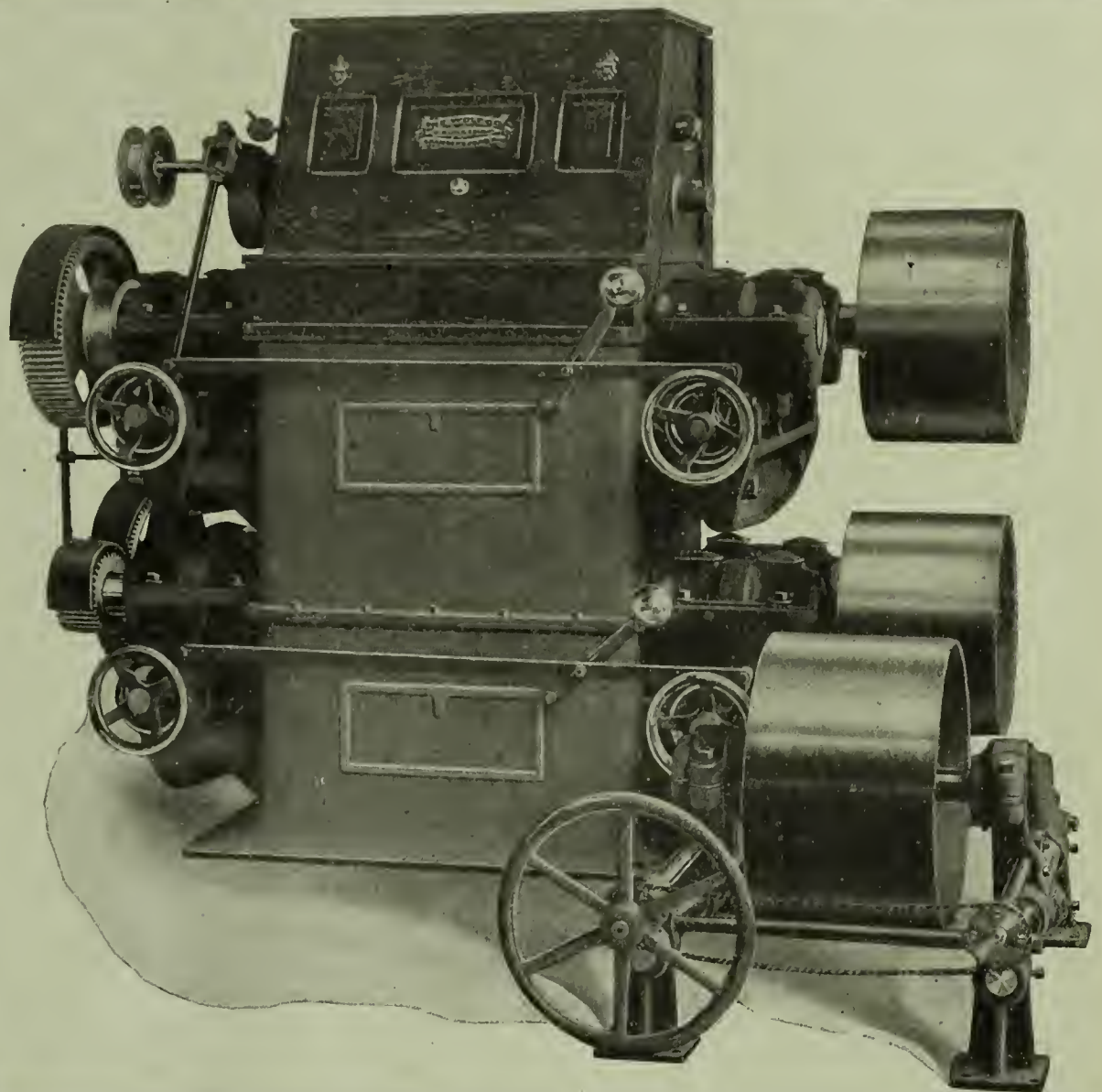
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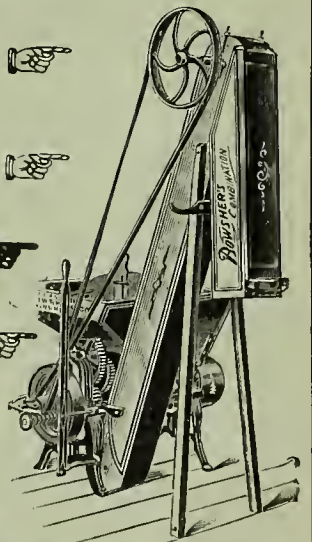
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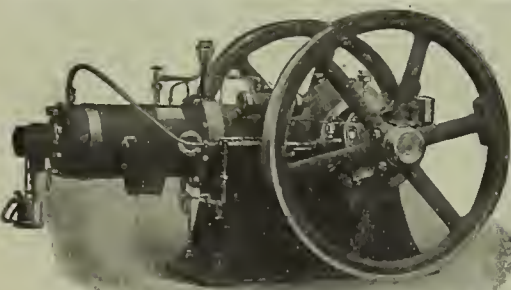
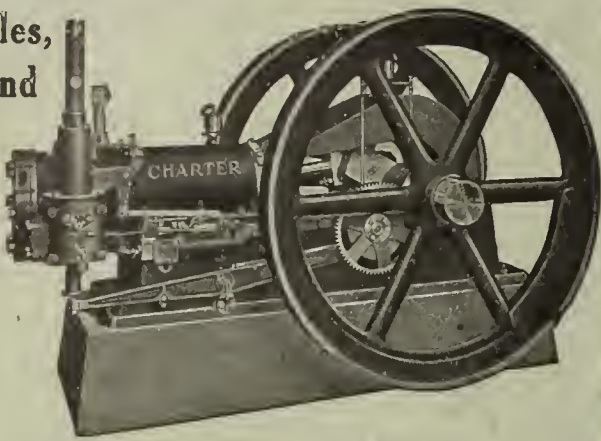
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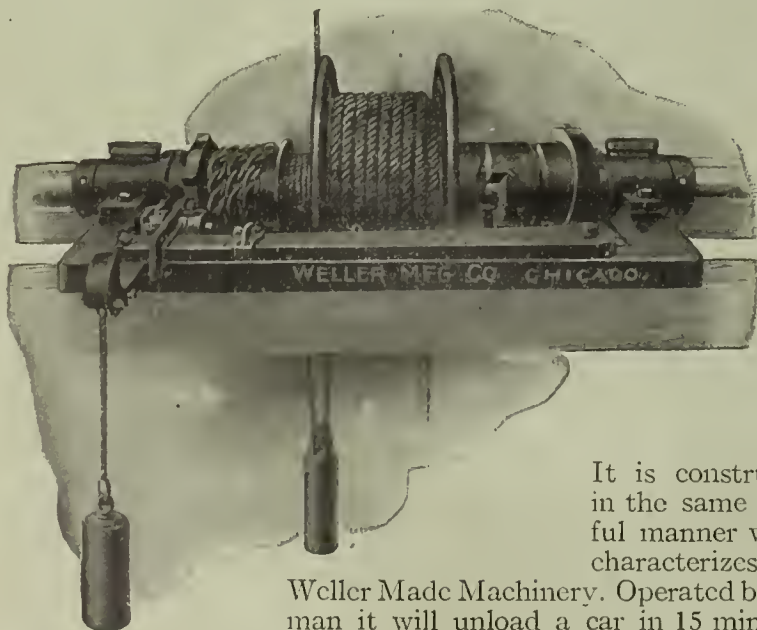
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